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PACIFIC Hardware Journal

A BUSINESS BUILDER OF THE WEST

HARDWARE *** SPORTING GOODS *** HOUSE FURNISHINGS

Vol. XVIII

SAN FRANCISCO

JUNE, 1913

OAKLAND

No. 6

Business Promotion Through Trade Press Efficiency

is to be the keynote of the most notable gathering of technical, class and trade journal editors and publishers ever held in America. No live manufacturer, sales manager, advertising man, trade paper editor or publisher can afford to overlook the

Eighth Annual Convention of the Federation of Trade Press Associations in the United States at the Hotel Astor, New York, Sept. 18, 19, 20, 1913

Two sessions will be held daily. There will be editorial, circulation, advertising and publishing symposiums under competent leaders. Many of the leading editors, business managers, buyers and sellers of advertising, and authorities on modern merchandising methods will take part. On Friday afternoon, September 19, there will be a mass meeting with addresses by representative business and professional men, on subjects of timely interest to editors, publishers and advertisers. Distinguished guests and worth-while speakers will be at the annual banquet, which will be made a memorable social occasion. No matter what may be your connection with the trade journal field, if you are interested in the idea of business promotion through trade press efficiency, if you believe in business papers for business men, you will be welcome at all sessions.

Full information may be obtained from
THE COMMITTEE OF ARRANGEMENTS
WM. H. UKERS, Chairman, 79 Wall Street, New York

The Federation of Trade Press Associations in the United States

President
H. M. SWETLAND
New York

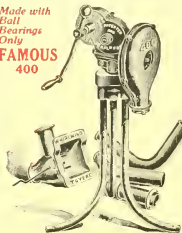
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**Where to Buy Goods.--See Classified Reference, Page 40
See the Sporting Goods Department**

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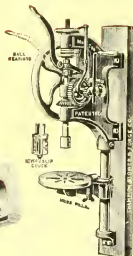


No. 401
Forge

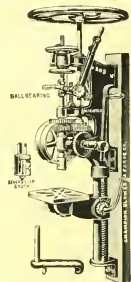
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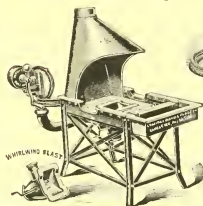
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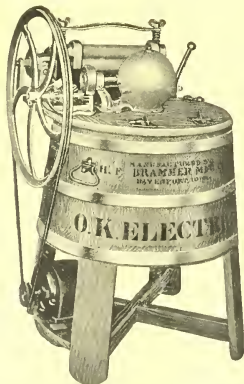


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PACIFIC Hardware Journal

The Pioneer Paper Devoted to the Hardware and Kindred
Interests of the Pacific Coast and West

Vol. XVIII

SAN FRANCISCO

June, 1913

OAKLAND

No. 6

Retailers Form Credit Association at Los Angeles

An organization embracing practically all of the largest retail business institutions of Los Angeles has just been perfected for the purpose of co-operation in establishing a better system for the extension of credit.

The marvelous growth of Los Angeles has emphasized to the leading merchants the need for such an association, and steps were taken some time ago to bring about such an organization, which has just been accomplished.

The new organization is to be known as the Retail Merchants' Credit Association, and is to be conducted upon a mutual plan of operation.

This present co-operative effort is the outcome of an association formed about four years ago by E. M. Hitchcock, from whom all rights have been secured, and who has been appointed manager.

A suite of rooms on the eighth floor of the W. I. Hollingworth building, corner Sixth and Hill streets, has been leased for three years, where the organization will maintain headquarters and establish its co-operative information service. From the members a board of seven directors has been selected to govern the affairs of the organization, consisting of the following parties: F. A. Barnes of Barker Bros.; H. Henneberger, Jr., of H. Jevne Company; J. H. Lashbrook of J. W. Robinson Company; C. A. Parmelee of Parmelee & Dohrmann Company; A. J. Pickarts of Harris & Frank; W. G. Trimble of Bullock's, and C. H. Wolfelt of Bootery.

The following is a partial list of the membership, which is expected to be greatly increased as soon as the merchants of the city generally become familiar with the scope and purpose of the work:

Barker Bros., Bullock's (Inc.), Blackstone Company, Brook & Company, Beeman & Hendee, A. K. Brauer Company, Bryant, Upholstered Furniture Company, C. H. Baker.

California Furniture Company, California Wall Paper Company, Cass-Smurr-Dameral Company, Chauslor-Lyon Motor Supply Company, Coulter's Dry Goods Company, Cunningham, Curtiss & Welch Company, Dyas Clute Company.

C. C. Desmond, Diamond Rubber Company.

Fowler Bros., A. Fuscnot & Company, A. E. Featherstone Company, A. Greene & Son, Grimes-Stassforth Company, Gude Shoe Company, Henry Guyot Hardware Company.

Harris & Frank, Harburger & Sons, Howe Bros., Howard & Smith Company.

Immes Shoe Company, Isaac Bros. Company.

Jacoby Bros., Jevne Company.

Lane Millinery, Charles Levy & Son, A. E. Little Company, Los Angeles Furniture Company, Lyon, McKinney & Smith Company, Machin Shirt Company, Logan The Hatter, John L. Mathison, A. E. Morro, Mullen & Bluet.

A. E. Newman, New York Cloak & Suit House, Nichol The Tailor, Nordlinger & Son, Newcomb Corset Shop.

Paris Cloak & Suit House, Pease Bros. Furniture Company,

Parmelee-Dohrmann Company, Pacific Wood & Coal Company, J. W. Robinson Company.

Sanborn-Vail Company, Standard Oil Company, Sweldom (The), Hugo Schmidt, Siegel-Myer Company, Walter E. Smith Company, F. B. Silverwood, S. S. Spier, Southern California Electric Company, Schuck Cleaning & Dyeing Company, Silk Store.

Terrill Company.

Union Oil Company, Union Well Supply.

Wetherby-Kayser Shoe Company, C. H. Wolfelt Company, Walberg Bros.

Proposed Tax on Mail Order Houses

It has been a matter of annoyance and chagrin to the average retail man in business to feel that one of his principal competitors, the mail order house, has in the past been permitted to come into the retailers territory, sell a large volume of goods in the community and take away from town, money which never will return. For this privilege the mail order house has contributed nothing to the local community.

The injustice of this has been apparent, but the law governing the interstate commerce has so far acted as a barrier that was difficult to surmount in trying to remedy the evil.

Now comes Congressman Hinebaugh of Illinois with a plan to tax the mail order houses, and while the money derived from this source would not be returned directly to the local community, it would indirectly help the entire country, the same as any other material increase in the revenue of the Federal Government does.

Representative Hinebaugh proposes a tax of one per cent on the cash value of all interstate sales made by mail order houses, and this amount seems like a modest impost to place upon a business, which, by its very nature, is having a tendency to accentuate the centralization of money and population in the larger cities, an evil which is considered to be one of the greatest problems with which the people of the country now have to deal.

Whether or not Representative Hinebaugh's proposed plan represents the best method that could be decided upon or not is still a question, but the principle which he advocates is based upon good reasoning and it would seem to be in order for merchants to acquaint their Congressmen and Senators with the fact that they are in favor of some form of legislation on this kind.

It is were possible to apply the tax collected from this source to the credit of the community from which the business on which the tax was levied was received, the idea would undoubtedly receive the active endorsement of the merchants in every small town and city in the country, but granted that the above arrangement is not feasible, there is no reason why these same merchants should not encourage the general tax plan of Mr. Hinebaugh's and thereby assist in building up the idea that the catalog houses should be required to contribute a fair amount for the privileges which they now enjoy.



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Panama-Pacific International Exposition Notes

The concessions district at the Panama-Pacific International Exposition, corresponding to the wonderful "Midway" in Chicago, will be one of the most marvelous and attractive sections of the Exposition. Many of the amusements will be presented for the first time and will be notable not only for their size and artistic excellence, but also because they are selected with a view to their educational value. The art of presenting cycloramas and dioramas upon an elaborate scale has advanced rapidly in the past few years, and the Exposition will present the world's progress in this respect.

The number of applications for concessions is said by the director of concessions to be totally unprecedented in the history of expositions. So far more than six thousand applications for concessions have been received and seventy-five applications, involving an expenditure of \$6,800,000, have been accepted. The remainder are rapidly undergoing the scrutiny of experts. Applications from all portions of America and Europe are increasing. Ideas for striking features or novelties are welcomed.

More than seven thousand people, it is estimated, will be employed, and between ten and twelve million dollars will be spent in installation in the concessions division when the Exposition is under way.

Director Burt has received hundreds of suggestions for naming the main street of the concessions section. Chicago had the "Midway," St. Louis "The Pike," Portland "The Trail," and Seattle the "Pay Streak."

The concessions and admissions committee is seriously considering adopting a name that will be significant of the completion of the Panama Canal, which is to be celebrated in this city in 1915. Among the names suggested are "The Locks," "The Canal," "The Zone," "The Isthmus" and "The Ditch."

It has been suggested that the gates of the concessions district be replicas of the great locks at Gatun, and the entrance be made through "Spillways," and during Exposition hours the locks open like huge gates to admit spectators.

The whole concessions thoroughfare will be three thousand feet in length and will run through the center of the concessions district, sixty-five acres in area.

Half way along the length of the thoroughfare will lie the superb "Plaza of Wonders," and area 250x300 feet. Surrounding the plaza will be buildings of impressive Roman architecture, in which will be housed many amusement novelties. Here also will be located a great bandstand, the sub-offices of the division of concessions, and a fire station where methods of preserving life will be illustrated.

In the decorative scheme around the plaza will be 140,000 lights, rendering it the glory spot of the night life of the Exposition. In the center of the plaza will be the highest flag pole in the world, a giant flag staff donated by the city of Astoria, 246 feet high and over five feet in diameter at its base.

"The concessions section," said Director Burt, "will be one of the most brilliant and attractive sections of the Exposition. The concessions will be notable not only for their great size and splendor and artistic excellence of their presentation, but also for the fact that they are being selected with a view to their educational value."

The United States Steel Awarded Contract

The San Francisco Board of Public Works has awarded the contract for furnishing the fabricated steel for the building of the new City Hall to the United States Steel Products Company, despite the protests of the California Home Industry League, the Labor Council and numerous local Iron Works companies. The United States Steel Products Company's bid of \$476,283 was the lowest by \$55,717, made by the Pacific Rolling Mill Company. In the protest by the Building Trades Council it was asserted that the specifications were unfair to local steel interests. It declared that if the contract were awarded to the Eastern firm it might be contested in the courts, and that local union men might refuse to work on the new City Hall, since the United States Steel Products Company was a foe to organized labor and did not observe the union hours or wage, and asked that all bids be rejected and a call for new bids issued. It complained that the eight-hour labor provision of the charter and the \$3 minimum wage conditions had been omitted from the specifications, and insisted that the charter provision requiring local residence should also be inserted in the contract.

On being advised that the contract had been awarded, Mayor Rolph of San Francisco issued a statement setting forth why the Board of Works was bound legally to make the award to the Eastern firm, despite the protests made by representatives of the Home Industry League, the Labor Council and local Steel and Iron Works.

Rolph showed that there was an actual difference between the bid of the Eastern firm and the lowest local bid of \$73,417, and a difference of four weeks in the beginning of delivery, to say nothing of other possible delays which the local bidder provided for in his price by adding a sum to offset penalties.

The Mayor pointed out that by awarding the contract to the lowest bidder the construction of the City Hall would begin on schedule time, thus affording work in the near future for all classes of labor. The statement is as follows:

"TO THE PEOPLE OF SAN FRANCISCO:

"I have urged the Board of Public Works to award the City Hall steel contract to the lowest bidder, who happens to be the United States Steel Products Company, an Eastern corporation, and I take full responsibility for that action.

"The lowest bid is \$476,283, with completed deliveries in San Francisco in 31 weeks from the date of the contract; the first delivery commencing within 13 weeks.

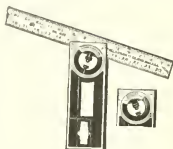
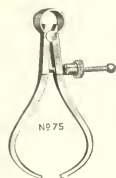
"The lowest local bid—which, by the way, is not the next lowest bid—is \$532,000, with completed deliveries in San Francisco in 33 weeks from date of the contract; the first delivery commencing within 17 weeks.

"The difference on the face of the bids between the lowest bid and the lowest local bid is, therefore, \$55,717, plus a saving in freight rates allowed the city of at least \$17,700, or a total of \$73,417, in money, and four weeks in the commencing of deliveries, if no extensions of time are asked for. The commencement of deliveries is of vital importance, because the commencement of practically all other work on the City Hall must wait upon the erection of the steel.

"A demand has been made by interested citizens that the contract be awarded to the lowest local bidder, in order that the job and the money might remain at home. To this demand I have given very careful consideration, because, other things being equal, if the interest of the taxpayers could be protected and the law obeyed, I would, of course, prefer that the work should be done in San Francisco.

"But, in the first place, if the contract were awarded to a local bidder, the greater portion of the money would go East for the material, which must be produced and rolled in the East.

"In the second place, the sum set apart for the construction



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goods that have superior qualities because you can point out their advantages and conveniences to customers that make them want what you are selling. When you are selling machinist's tools, you want to be able to talk about accuracy, convenience and finish, the three points that make up quality in tools.

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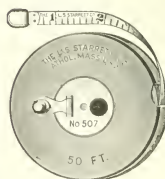
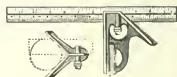
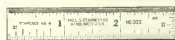
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of the City Hall is limited to \$3,250,000. It will require all of that amount, economically expended, to complete the job. If this differential or bonus of \$73,417 is donated to the lowest local bidder, the amount available to be spent for the labor of workers in other trades than the iron trades is correspondingly reduced. The actual erection of the steel will be done, of course, by local union structural iron workers, no matter who supplies the material.

"Not less important than the difference in money, however, is the difference in time between the lowest bid and the lowest local bid. Not only must the City Hall be built within the amount of the bond issue, so that it will not be necessary to ask the people to approve an additional bond issue to complete the work, as they had to do in the cases of the hospital and the Hall of Justice, but the City Hall must be completed and ready for occupancy by 1915, if human skill and effort can accomplish it. The old City Hall was designed originally to cost \$1,500,000 and to be completed in three years. It actually cost \$5,723,794.18 and took 26 years to build. I am determined that, in the erection of the new City Hall, there shall not be a repetition of that scandal.

"The steel contract provides a penalty of \$300 a day for delayed deliveries. The lowest local bidder has stated that, in computing the price, he added to his customary profit an additional amount for anticipated penalties for delayed deliveries. This would enable the lowest local bidder to delay deliveries for at least seven months without losing a dollar on the contract.

"From information obtained by me, moreover, I am convinced that neither the lowest bidder nor all the local iron manufacturers combined could produce and deliver the steel for the City Hall on time.

"It has been asserted that the United States Steel Products Company does not intend to abide by the charter provision that 'every contract for work to be performed for the city and county must provide that in the performance of the contract eight hours shall be the maximum hours of labor on any calendar day and that the minimum wages of laborers employed by the contractor in the execution of his contract shall be \$3 a day.'

"I can only say that the steel contract, already prepared, contains a clause in the precise language of the charter and that the United States Steel Products Company is willing to sign it.

"So much for the business aspects of the matter. But there is another aspect. The charter provides that the contract must be awarded to the lowest bidder, except that the Board of Public Works may, in its discretion, reject any and all bids.

"The only legal alternative, therefore, is either to award the bid to the United States Steel Products Company, which is the lowest bidder, or to reject all bids and call for new bids. But the architects advise me that the price asked by the United States Steel Products Company is reasonable and lower than the usual prices. There is no assurance that, if new bids are called for, the city will get as good a bargain on the second bidding. The local manufacturers can not underbid Eastern competitors for structural steel on an order of this size.

"With these considerations in mind, I think that it would not only be imprudent and unfair to the city, but highly improper to reject the bids of the United States Steel Products Company.

"As for the demand that the bid be awarded to any but the lowest bidder, in spite of the law making it a crime for a public officer to do such a thing, I have only to say that I will go far for the sake of home industry, but I must refuse to commit a violation of law.

"JAMES ROLPH, Jr., Mayor."

Opening of Ruhl-Goodell Co's New Store

More than three thousand people paid tribute to the enterprise of the Ruhl-Goodell Company at Stockton on May 24th, when the firm held a public reception in its handsome and modern establishment on Weber avenue. Brilliantly illuminated, and with every one of its twenty departments stocked with new goods, the establishment was hailed as one of the finest of its kind on the Coast and recognized as a credit to the city in which it is located. The reception, which continued from 7 until 10 in the evening, was a most delightful affair, the entire staff of the store serving as a reception committee. Hundreds of patrons took advantage of the opportunity to congratulate the management upon its quick recovery from the disastrous fire of last winter, and an equal number of strangers made a thorough inspection of the establishment. F. E. Goodell, the manager, who began his work with the firm under P. A. Ruhl on March 31, 1884, stated that during his twenty-nine years of service he had never before realized the number of friends the Ruhl-Goodell Company has made.

The guests were entertained with a program by Miss Blanche Steele's orchestra, and a score of beautiful floral pieces, some of which were sent from San Francisco, were prominently displayed.

In convenience and spick-and-span cleanliness the establishment is a revelation. Two features that will appeal strongly to the public are the system of big, legible brass signs marking off the departments and the cash-carrier system that gives the fastest possible service to customers. An automatic elevator that is built to permit rapid travel to any portion of the store, is another feature worthy of attention. Further convenience of the kind appreciated by the public is afforded by the system of display cases, built especially for the store by Snyder & Sons. There are 100 feet of glass floor display cases and thirty-two wall cases containing one of the best equipments of mechanics' tools ever exhibited in this city.

In the basement are supplies of rope, pipe and plumbing supplies. The main floor has at least a dozen departments, including cut glass and sporting goods. On the mezzanine floor are household goods, builders' supplies, hammocks, tents and a ladies' rest room. The next floor has stoves, ranges, hose, pumps, windmills, and a display room for bath tubs and other large fixtures. The top floor is a well-equipped and roomy warehouse. The lighting system is perfect and customers may reach any portion of the building within a few seconds after entrance.

To Enlarge Plant

If the plans of John A. McGregor, president of the Union Iron Works, who returned to San Francisco recently from an extended eastern trip, materialize, a fully equipped steel plant will be installed at the Union Iron Works, placing that great manufactory on a par with the big industries of the east.

President McGregor said Charles M. Schwab, head of the Bethlehem Steel Company, is seriously considering the proposition of placing the Pacific Coast metropolis permanently on the map of steel manufacture.

"I am convinced that the Union Iron Works needs a fully equipped steel plant, and I believe the proposition is perfectly feasible," said Mr. McGregor. "The steel plant tentatively planned for San Francisco would be of the highest degree of efficiency and would furnish employment for more than a thousand men.

"At the present time we are compelled to ship from the East every ounce of steel that goes into ships and machinery built at the Union Iron Works. It costs about \$9 a ton to get it here, and thus we are handicapped in competition with eastern yards."

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We want you to examine closely the two beautiful manufacturers brand Hand Saws shown below. It is impossible in a picture to bring out the graceful lines and attractive finish which these Saws possess. Their beauty is recognized and appreciated by high class mechanics and when you show them an ATKINS SILVER STEEL HAND, RIP, PANEL, BACK, MITRE COMPASS or other Saw, they instantly appreciate the fact that you are offering them standard goods which will give them satisfaction.



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We do not believe that our duty ends when your order is taken. We believe that our interests are mutual and we want to work hand in hand with our customers. We are willing and anxious to give our customers the direct benefit of the money which we spend for advertising. Our "From Consumer to Dealer Campaign" is yours for the asking. Its best Saw proposition in the world today.

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We are not only asking the Hardware Trade to take advantage of our old and favorable reputation (which is excelled by none) but we are instilling new Twentieth Century ideas in Saw construction and salesmanship which you as a live buyer, should accept. Try ATKINS SILVER STEEL SAWS this Spring. Order through your Jobber. If he will not supply you, then write to the nearest address below and get quick action.

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POPULAR TALKS ON LAW

IMPORTANT TALKS TO BUSINESS MEN

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Checks and Bank Accounts

John McGee owed Warren Gordon five dollars for a couple of loads of cordwood. Gordon, having delivered the wood at McGee's residence, went to McGee's store to secure his money. McGee drew out his check book and signed a check in the usual form, instructing his bank to pay to Gordon the sum of five dollars. This was on Tuesday afternoon about 2 o'clock. The bank did not close until four, but Gordon, knowing that McGee was a responsible man of means and not needing the cash at that time, decided he wouldn't cash the check at once, but would keep it until he needed the money at the end of the week. Wednesday passed with the bank open for business in the usual way, but again Gordon did not present the check for payment. On Thursday Gordon heard rumors that the bank was in difficulties and might fail, so he hastened to its doors only to find that he was too late and that they had already been closed. The failure proved complete.

Gordon went to McGee and asked that he be paid his five dollars, insisting that it was McGee's bank that had failed and that he had never received his pay for the wood delivered. McGee inquired into all the circumstances and pointed out that had Gordon presented the check for payment on either Tuesday afternoon or any time Wednesday it would have been paid in full. McGee further stated that he had had the money on deposit in the bank and it had been lost. Had Gordon presented the check within a reasonable time five dollars, at least, would have been saved, and there was no reason why McGee should lose the five dollars a second time. Before the law McGee's position was correct, he was not required to make good the check, Gordon having failed to present it for payment when he reasonably might have at a time when it would have been paid in full.

The payment of obligations by checks on bank accounts is a familiar business procedure in every community, and an examination of the legal relations of the banker, the depositor who signs the check and the person to whom he gives it, is of the greatest practical importance. Let us examine the legal significance of a check, the requirements of a good check and the obligations of the various parties to it.

The form of a bank check is familiar enough to all of us. It is usually prepared by filling in ink or pencil blank spaces in the printed form provided by the bank. But the entire check may be written, and checks have been prepared on many substances besides paper. Lumbermen have whittled out a smooth shingle and written their checks thereon. A young profligate in jail after a spree once tore off his cuff and wrote on it a check to obtain funds to secure his release. The requirement is that the check be in writing of some kind, which includes typewriting, etc. It is addressed to a stated bank, which is directed to "Pay to the order of John Jones," or "Pay to the order of Bearer," a certain sum of money. These words, "pay to the order of," are necessary to the negotiability of the check—that is necessary so that it may fulfill all the legal requirements and be capable of passing by indorsement, etc. A check may be drawn to "Bills Payable," or "Rent," or "Cash," and is then payable to bearer.

There is no legal requirement that a check be dated, but this is a wise and almost invariable custom. Any legal holder of a check may fill in the true date where it has been left blank.

A check may be dated in the past, or in the future. If dated in the past it is payable at once, and if dated in the future it is payable on or after its date. While the words "on demand" are not used in a check, they are implied in law, the understanding being that the bank is instructed by its depositor to pay to the order of John Jones on demand.

A check must be signed by the depositor and usually in his own hand, though contract relations between bank and depositor may authorize the use of a rubber stamp, or some such device in place of a written signature.

In law the person who draws a check and gives it to another is understood to agree that he will stand back of the check and see to it that the person receiving it secures the money for which it calls, provided he handles it in a proper and reasonable manner. If the person receiving a check presents it to the bank within a reasonable time, and the bank dishonors the check, and he then gives notice of this to the person who drew it, that drawer is bound to pay to him the amount of the check. A check should be presented during business hours by a person entitled to receive money on it on the next business day after receipt, at the latest. As we noticed in the case of John McGee and Warren Gordon, if the check is not presented within this time, and the bank fails, the loss must fall upon the person who failed to present it. But if the depositor suffer no loss because of the delay in presenting the check he cannot escape liability if it is dishonored. Thus if Warren Gordon had carelessly kept McGee's check several days before presenting it for payment and in the meantime McGee had withdrawn his account from the bank, there being no failure, McGee would have been bound to see that Gordon received the amount of the check.

If a check is received drawn upon a bank in another city it cannot, of course, be presented for payment on that or the next business day, so it is sufficient if the check is put in course of collection on the business day following its receipt. One should be as prompt in giving notice to the drawer of the refusal of the bank to pay a check as to put it in course of collection.

A check that is drawn payable to "Bearer" may be transferred simply by delivery, handing it from one to another. If the check is drawn payable to "John Jones," John Jones may transfer it by indorsement—that is, by writing his name on the back. If he indorses in blank he simply writes his name, "John Jones," across the end of the back of the check, when it is payable to anyone who may hold it. If John Jones should write "Pay to the order of Sam Smith, John Jones," Sam Smith alone would then have the right to present it for payment or transfer it by further indorsement. The blank indorsement of the person presenting the check at the bank is, of course, sufficient to transfer the legal rights in the check to the bank.

One who takes a check from another usually requires that he indorse it even though it be already indorsed in blank or payable to bearer. This is because the person who indorses a check to another is understood in law to make certain promises to the person to whom he indorses the check even though he does nothing further than write his name on the check. The indorser engages that when the check is properly presented at the bank it will be paid, and if it is not paid and notice is given to him he will pay the amount to the person to whom he transferred the check or any other who may subsequently receive it by proper indorsement. Thus when you indorse a



DIETZ
NEW "D-LITE" LANTERN

"THE LANTERN
THAT SELLS ITSELF"

TALKING POINTS

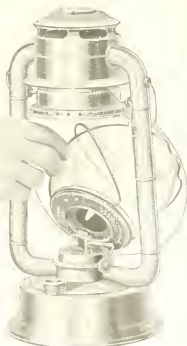
NEW SHORT GLOBE
EASILY CLEANED

NEW "CONELESS" BURNER
ONE INCH WICK

WICK EXPOSED FOR
CLEANING, TRIMMING
AND LIGHTING

INTENSE WHITE LIGHT
OF 10 CANDLE POWER

THE SHORTEST
"COLD BLAST" LANTERN
ON THE MARKET
ONLY 13 INCHES HIGH



DIETZ "D-LITE"
THE LATEST LANTERN TRIUMPH

WIDE AWAKE DEALERS WILL MAKE THIS A "D-LITE" YEAR

DIETZ "D-LITE" LANTERN

DIETZ LANTERNS LIGHT THE WORLD
DIETZ MADE THEM GOOD
THE PUBLIC MADE THEM FAMOUS

R. E. DIETZ COMPANY.
NEW YORK CITY FOUNDED 1840.

ALL GENUINE DIETZ LANTERNS
ARE PLAINLY STAMPED

DIETZ

REFUSE ALL IMITATIONS

WARREN McARTHUR, Exclusive Sales Manager
20 East Lake St., Chicago, Ill.

Write for our complete 1913 Catalog and Price List
showing over 100 styles Lanterns and Lamps

check you make that promise to all future holders of the check. If you are compelled to make it good you may have recourse in turning against those who transferred the check to you and whose names appear on the back as indorsers, or on the face as signers.

While the bank owes a duty to depositor to pay his proper check drawn against an adequate deposit, the banker is not bound to pay any check as against a holder of it. The rights of the holder are against the signer of the check, and those who transferred it to him. But if a bank certifies a check, it becomes bound to pay it to a proper holder. Certification of a check is secured by presenting it to the cashier of the bank against which it is drawn. Upon determining that the signer has funds sufficient to cover the check on deposit, and seeing to it that they are set aside for that purpose, the cashier marks "Certified" across the face of the check and adds his official signature. The funds to cover this check are then withdrawn from the control of the depositor who signed the check and he may not stop payment of it, or withdraw the funds to cover it. The bank becomes absolutely bound to pay it, and the check is as good as the bank. Usually the person who signs a check has it certified in order than one to whom he would give it in payment of an obligation will be more ready to receive it. His liabilities on the check remain the same if he has it certified. But if one who holds the check, other than the person who drew it, has it certified, he then in effect says that he chooses to look to the bank for payment of the check, and the depositor who signed it and all who indorsed it before him are relieved from their liabilities, the bank alone becoming liable to the holder.

If an ordinary check comes to you the safe procedure is to either present it to the bank on which it is drawn and secure the cash, or to deposit it in your own bank for collection, and do this within twenty-four hours after it is received, or at least on the next business day. It may seem immediately convenient to turn another's check over to a third party, but if you do so recognize the risks involved. The safe procedure is to cash the check you have and pay the third party by your own personal check on your own account or with the cash received.

Parcels Post C. O. D.

Instructions to postmasters have been issued for handling of C. O. D. parcel post packages. The regulations will be effective July 1st.

Charges on packages will be collected from addressees on and after that date, provided the amount on a single parcel does not exceed \$100. The fee for collection will be 10 cents in parcel post stamps, to be affixed by the sender. This fee also will insure the package against loss to the actual value of the contents, not exceeding \$50.

The sender will get a receipt showing the amount to be collected, the amount also appearing on a tag attached to the package. The addressee will receipt for the package on the tag, which will serve as an application for a money order. C. O. D. parcels may be accepted for mailing by rural carriers, and will be delivered by city and rural carriers and special delivery messengers. Such packages will not be mailable either to the Philippines or to the canal zone.

At a recent meeting of the Alameda County Hardware Dealers' Association, held in Oakland, the following gentlemen were appointed as the Executive Committee: Frank A. Rittigstein, A. S. Cooley and John P. Maxwell.

Henderson Bros. New Store

The work of remodeling Henderson Bros. Co's store at Lodi, Cal., is fast nearing completion. The addition of the marble work which is to adorn the front, laying of tile entrance, installing the fixtures which are now arriving and straightening the stock will take about ten days, when the store will take on a new appearance. The arrangement of the store has been improved. The new front emits a great deal of light during the day and at night the entire store glazes with 40 electric lights in eight clusters in the ceiling. Seventy feet of plate glass show cases have been installed. The cases, nine in number, each having adjustable shelving. They will be placed in horse shoe form through the central part of the store and will afford one of the best displays of any store in the county. The stock will be classified in the different cases. There will be a complete case of scissors, one of knives, etc. Every one in the store is now busily engaged arranging the goods on hand, together with the vast amount that is daily arriving.

Australia Field for American Hardware

In one of the recent consular reports that have been proving of great value to the readers of them, it was stated that an Australian firm is enlarging its business field and would like to get in touch with American manufacturers of hardware that are anxious to sell their goods in that country. One of the firm's members will be in New York soon and would like to secure agencies for saws, tools, lawnmowers, emery wheels, wire cloth, wringers, washing machines, spades, shovels, forks and padlocks. Fuller information may be obtained by writing the State Department, Washington, D. C.

To Facilitate Shipments

The Smith & Hemenway Company, 150-152 Chambers street, New York City, inform us that instead of carrying stock in two places they have arranged to carry at the factory, Irvington Mfg. Company, 130 Coit street, Irvington, N. J., a complete stock after July 10th, and all shipments will be made from the Irvington Mfg. Company after that date.

This enterprise is a movement in the right direction, as it means facilitating shipment to customers and making more prompt delivery. Also, they have largely increased the facilities of the factory and stock room to take care of additional stock and of their increasing business.

It might be well to mention the fact that they are manufacturers of the largest line of hand tools made in the United States, and are owners of the famous trademark, the Gennie "Red Devil." The Coast representative of the company is Vorhies, P. O. Box 183, Fresno, Cal.

Geo. King is Now a Fan

A telegram from Chico, Cal., gives what is considered a most wonderful piece of news. This is the news: "After traveling up and down the valley for twenty-five years and making his headquarters in San Francisco, George King, traveling salesman for Holbrook, Merrill & Stetson, attended here what he says is the first baseball game he ever saw. It was the Chico-Sacramento game, and King was so impressed that he declares he will be a regular fan hereafter." We believe that Mr. King is the only traveling man in the United States that can show such a record.



The LIGHTNING, GEM and BLIZZARD

are always in demand and well advertised. They are easily sold and stay sold, which means a good net profit to the dealer. They bring trade and help to keep it. You should order now for shipment later if you like.

Your Jobber Will Supply You

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

Fixed Prices Versus Cut Prices

One of the industrial questions of the day which is likely in the near future to demand a large amount of public attention and discussion is this: Shall manufacturers be permitted to fix the retail price of a Nationally advertised article and to maintain that price by the aid of the law? This was the subject of discussion of a largely attended and very pleasant dinner of the Association of National Advertising Managers, which was held at the Hotel Astor in New York City recently. The chief speaker of the evening was Mr. Louis D. Brandeis, the distinguished Boston lawyer, who is one of the champions of the anti-monopoly movement in this country. His well-known opposition to artificial industrial monopoly and his equally well-known insistence that natural or semi-natural monopolies, like the railways, shall be stringently regulated by the Government, give special value and interest to his views on the above-stated question regarding retail prices. He believes, as he stated at this dinner, and "The Outlook" heartily shares his belief, that social justice requires that the manufacturer of an article for which he has created a National reputation by his honesty, efficiency, and advertising shall be permitted to name and maintain the retail price at which that article shall be sold. Many people have a vague impression that this is fostering monopoly, and Mr. Brandeis took the occasion to say that there should be made in the public mind a clear distinction between a combination of all the manufacturers in a certain line of trade to fix the price of the entire product of that trade, which is monopoly, and the perfectly proper and desirable effort of a single manufacturer to fix the price of a single article which he alone makes.

Questions of this nature can often be illumined by illustrations drawn from the common and ordinary affairs of every-day life. For instance, there are two white floating soaps manufactured in this country, which, because of their special qualities and their very wide advertising, have been made known to every housekeeper in the land. One is Ivory Soap, made by the Procter & Gamble Company; the other is Fairy Soap, made by the N. K. Fairbank Company. It is to the advantage of the housekeeper to know when she pays five cents for a cake of Ivory Soap or of Fairy Soap that every other housekeeper in every other community of the United States is paying the same price. Special privilege to destroy, which is one of the great ends of the modern movement for social justice, is thus eradicated, for every housekeeper is receiving equal treatment with every other housekeeper. But this is not monopoly, for Fairy Soap and Ivory Soap are constantly and everywhere competing against each other. If the manufacturers of Fairy Soap and Ivory Soap combine to raise the price to ten cents, some other soap manufacturer will at once enter the field on a five-cent basis. What the Government must not do is to permit all the soap manufacturers to combine for a control of all soap fats and other ingredients and of the patented machinery for making soap, so that they can raise the price to an exorbitant figure and keep out of the trade any manufacturer who wishes to compete with them. This is putting in plain language the fundamental distinction between price fixing and price monopoly.

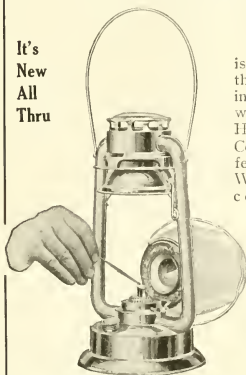
At the dinner to which we have referred, Mr. Henry B. Joy, president of the Packard Motor Car Company, in his address, called attention to the fact that the Department of Justice at Washington is on record as desiring to enjoin or forbid manufacturers of specially branded and advertised articles "from exacting in any manner an agreement or understanding from the retailers of said product that they shall sell the same at a price fixed, or at any other uniform price." If this is a correct interpretation of the attitude of the present Administration as to retail pricing, we believe that the Government in its honest endeavor to promote social justice is really undermining it.

SAFETY FIRST

These days a manufacturer has a hard job inducing Hardware Dealers to handle a Lantern that is not safe.

That's because Dealers realize that in buying Lanterns **safety** must be considered **first**.

It's
New
All
Thru



THE NUSTYLE WAY

NUSTYLE SAFETY

is guaranteed by that double-locked-in steel burner, which is but one of Ham's **NUSTYLE** Cold Blast Lanterns features.

Write for our three-color **NUSTYLE**

poster to let folks know you carry

"The Brightest Whitest Light of All"

C. T. Ham
Mfg. Co.

Rochester, N. Y.

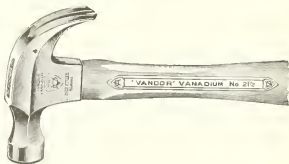
Another speaker at the dinner, Mr. William H. Ingersoll, of the firm which supplies Americans with an excellent and serviceable watch at the extraordinary price of one dollar—a price which cannot by the most enthusiastic anti-monopolist be called excessive—pointed out that Denmark, a country which has been most progressive in pro-social and anti-privilege legislation, has passed laws making indiscriminate price-cutting illegal. Mr. Ingersoll also quoted German court decisions which have sustained the principle that price-cutting by retailers is often destructive of real competition. The intelligent discussion and the proper solution of this question of retail prices of standard articles of trade is one, in our judgment, of great political and social importance to the consumer as well as to the manufacturer.

Are You Selling Fly Traps?

Dealers should take advantage of the Nation-wide movement for fly extermination by pushing the sale of fly-traps, etc. The public is generally alive to the fact that flies carry disease that kills more people annually than all other causes combined and is ready and willing to rid the community of the pests. One of the safe ways to exterminate flies in quantities is by means of a good trap made of wire screen. After the trap is full of the pests, it should be immersed in scalding water. The thousands of dead flies can then be fed to the chickens. A trap that is successful in performing this duty and is meeting with large sale all over the United States is called the "Perfect," manufactured by the Ludlow-Saylor Wire Co., of St. Louis, Mo. Dealers should not overlook this profitable trade, as but one word will sell a trap to every family in the community.

"The Hammer Every Carpenter Will Eventually Buy"

Drop Forged from
VANADIUM STEEL
The Toughest Steel Known
Perfect Balance and Grip



Stock These Hammers, They
are Ready Sellers. All Van
Doren Hammers are Sold
Under a

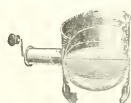
*"No Question Asked
Guarantee."*

VAN DOREN MFG. CO., CHICAGO HEIGHTS, ILLS.

COAST DISTRIBUTORS

E. B. SUTTON & CO.
25 CALIFORNIA STREET, SAN FRANCISCO, CAL.

A. P. WORTHINGTON
1220 SAN PEDRO STREET, LOS ANGELES, CAL.



Sectional View Showing
Construction

GENUINE

Hunter's Sifter

*The Standard for a
Quarter-Century*

Order from your jobber

Combines strength, beauty, usefulness and durability.
Cleanliness always possible. Made in one piece of extra
heavy tin plate, nickel trimmings. Handle swaged to body.
No soldered joints to come loose. Easy to remove all parts
for cleansing.

THE FRED J. MEYERS MFG. CO.
Bender Street Hamilton, Ohio



Guaranteed the Best Cart made,
Steel or Rubber Tires
Order Direct or Through Your Jobber
Made in

ILLINOIS IMPLEMENT CO., PEORIA, ILL.

Mr. Dealer

Dozens of people in your
town needing this cart—
you can supply them.

**NEW LEADER
PUSH CART**

INSTEAD OF

USE GLASS

CASTERS—

"Onward" Sliding Furniture Shoes



Protect Floors and Covering from injury
and Beautify Furniture. If your jobber
will not supply, write to us direct.

ONWARD MFG. CO.
Berlin, Ont. Menasha, Wis.

Claims for Commissions

The secretary of one of the implement associations has received a number of complaints from members who assert that manufacturers and jobbers have refused to pay commissions on sales of heavy machines effected through the work of the dealers, the sellers claiming in some cases that the prices obtained were not large enough to permit payment of commissions, in others that the dealers were not giving the sellers sufficient business to warrant them in demanding commissions on a single sale.

Of course, there are two sides to every story, according to the Farm Implement News, and it would be unfair to pass judgment on any of these cases without hearing from the manufacturers or jobbers. It is almost inconceivable that any concern would refuse to pay a commission on a sale resulting from the efforts or the assistance of a dealer on the ground that the volume of business given the seller is small; but if it is true, the dealer should lose no time in taking legal steps to collect his claim.

We are familiar with other cases in which manufacturers or jobbers have refused to pay commissions because the dealer, in his eagerness to get the order, cut the price below instructions, the reduction having absorbed the dealer's percentage of the seller's retail price. Where definite instructions are given as to price, and the commission is to be figured thereon, if the dealer ignores instructions and sells the machine at the net price he is in the same position that he would be had he sold at cost a machine bought outright.

Dealers often cut the list price, knowing the reduction will be deducted from their commission; if the reduction equals the commission, it is optional with the seller whether any commission will be paid. In the absence of positive instructions as to price, we are of the opinion that the seller who accepts an order is obligated to compensate the dealer, regardless of the price obtained.

It is of the utmost importance that the terms and conditions under which sales of the character indicated are to be made should be definitely stated in writing. When this is done there is little or no chance for a controversy.

Mrs. Butler of Thunders, Ireland, died recently, leaving considerable property to a number of relatives in the United States. Among the relatives were a number of Hardwaremen of the Pacific Coast.

Coast Hardware Associations

California State Retail Hardware Association—President, L. C. Walker, San Francisco; First Vice-President, A. S. Cooley, Berkeley; Second Vice-President, L. J. Klemmer, Wilkes; Secretary-Treasurer, L. R. Smith, Oakland. Executive Committee: Geo. E. Allen, Livermore; R. W. Johnson, San Rafael; H. A. McCall and M. M. Brown, San Francisco; J. P. Maxwell, Oakland; John W. Baxter, Watsonville; J. C. Clark, Fresno; F. E. Goodell, Stockton; R. O. Kimbrough, Sacramento; A. D. Ketterlin, Santa Rosa, Cal.; Fred T. Duhring, Sonoma; L. Ballschmidt, Eureka; John Simpson, Tehama; C. E. Kocher, Merced; F. T. Barker, Ukiah; J. D. Turner, Modesto; Geo. H. Smith and F. A. Rittigstein, Oakland.

Southern California Retail Hardware and Implement Dealers' Association—President, J. G. Pease, Whittier; Vice-President, Frank B. McKenney, Tropic; Secretary-Treasurer, Jared Wenger, Trust and Savings Building, Los Angeles. Executive Committee: W. F. Marks, Los Angeles; H. C. Mason, South Pasadena; Wm. Andrews, Van Nuys; T. M. George, Santa Barbara; R. W. Poundstone, Los Angeles; Fred M. Gazlay, San Diego; C. B. Barth, Corona; Chas. F. Hersee, El Centro; A. B. Avis, Pomona.

Colorado Retail Hardware and Implement Association—President, C. C. Huddleston, Lamar, Colo.; Vice-President, Geo. Wilson, Florence, Colo.; Secretary-Treasurer, Edward Arps, Ouray, Colo. Directors: Wm. Troxel, Denver; R. W. Isaacs, Clayton, N. M.; W. H. Enderley, Thermopolis, Wyo.

Oregon Retail Hardware and Implement Dealers' Association—President, Glen G. Goodman, Roseburg; Vice-President, J. R. Craven, Dallas; Secretary-Treasurer, H. J. Altnow, Woodburn. Member of the Executive Committee, N. D. Cool, Drain, Ore.

Idaho Hardware and Implement Dealers' Association—President, S. D. McLain; First Vice-President, L. W. Spaulding, Payette; Second Vice-President, V. C. Kerr, Boise; Secretary-Treasurer, L. M. Parrish, Boise; Member of Executive Committee, W. T. Wood, Twin Falls.

Pacific Northwest Hardware and Implement Association—President, H. D. McMillen, Ephrata, Wash.; First Vice-President, Hugh Eaton, Endicott, Wash.; Second Vice-President, H. L. Thomason, Sandpoint, Idaho; Secretary-Treasurer, E. E. Lucas, Spokane, Wash. Board of Directors, H. E. Anderson, Tacoma; A. L. Forbes, Lewiston, Ida.; N. A. Steinke, Spokane; H. W. Demuth, Pasco; C. A. Frantz, Moscow; J. W. Lipscombe, Seattle; A. Urbahn, Grangeville, Ida.

Some Facts About San Francisco

Here are a few interesting facts about San Francisco:

It is the fifth wealthiest city in the United States.

It is the eleventh city in size in the United States. Greater San Francisco will be the fourth city in size.

San Francisco has 2023 hotels and lodging houses. Ninety per cent of them are new. New York City is the only city exceeding this number.

It is the greatest cafe and restaurant city in proportion to population, having 767 in addition to hotel dining rooms and grills.

Population of the city, 1913, estimated on figures of public service corporations, 530,000.

It ranks eighth in bank clearings of American cities.

Over half of the population are savings bank depositors.

The total amount of money expended in rebuilding was equal to the cost of building the Panama Canal.

In average capital per National bank, San Francisco is only exceeded by New York and Chicago among American cities. In total National banking capital, the city ranks fifth.

In total deposits in National banks the city ranks sixth.

It is the best lighted city in America.

It is the only large city in America owning and operating a street railroad.

Golden Gate park is one of the largest and most beautiful in the world. It is four miles long and two miles wide.

San Francisco has the largest "Chinatown" in America with a population of 15,000.



Cleveland Grindstones are all stamped with this new Trade Mark

A distinctive trade mark clearly stamped on every stone—

The best quality of grindstone known to the manufacturing world, and

A publicity campaign designed to interest the consumer. Think what these mean in grindstone business for you.

As Cleveland Grindstones are sold exclusively through the retail trade, we have adopted this new trade mark for the protection of users as well as dealers and ourselves. It is the buyer's guarantee that he is getting a genuine Huron or Berea grindstone.

Do not be misled by the term "Berea Grit" into thinking you are getting "Berea Stone." "Berea Grit" is merely a geological name for stone of a certain age. It does not even refer to grinding

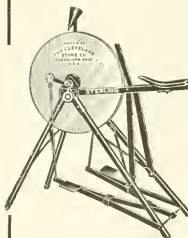
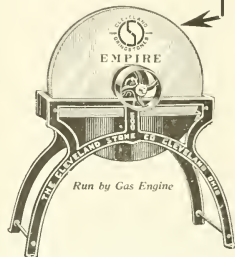
qualities for agricultural or general uses which constitute your grindstone market. We own the original Berea quarry, the stone from which for 60 years has been the world's standard. You can get this quality only through us. Cleveland Grindstones are made in various sizes for general purposes, and in any size for special purposes. They can be had in fine or coarse grit, and are

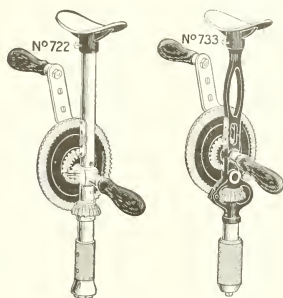
designed for power, hand or treadle.

If you are not fully posted on the difference in grindstones, write us for information and let us at the same time quote you our attractive proposition.

THE CLEVELAND STONE CO.

Pacific Coast Office, 360-362 Fremont St., San Francisco





Stanley Tools

We are now manufacturing a complete line of BREAST DRILLS, and the same careful attention is given to their construction and general finish as distinguishes all "STANLEY TOOLS."

Only two numbers are shown here, but we offer twelve different styles from which you can make up your assortment.

Among them will be found Single and Double Speed Drills (the latter with two speeds), three methods of frame construction, four distinct styles of jaws, as well as a variety of finishes.

We have a special circular telling all about these tools. Your customers will be interested to receive it.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN., U.S.A.



An Attractive "Silent Salesman"

The Van Doren Manufacturing Company, Chicago Heights, Ill., is presenting the trade with a very attractive easel card, upon which is displayed a "Vandor" Vanadium Hammer. This is a counter display easel and dealers are finding it a very profitable silent salesman. The "Vandor" Hammer is provided with a numbered guarantee tag, which states that the buyer can return it at any time if it proves defective. The company states that the

Another Step Forward in Modern Sanitation

In referring to the fitness of materials for preventing sound transmission in buildings, Edward W. DeKnight of the Hydrex Felt & Engineering Co. states that wonderful strides have been made in modern sanitation, i. e., in the extermination of the mosquito, the stamping out of the white plague, the abolishing of the public drinking cup and common towel, instruction of public school pupils in personal hygienics, the prevention by the State of diseases peculiar to trades and occupations, etc., but it seems rather remarkable that no public attention has been directed, and no health authority has taken action, to prevent the use in the floors of our schools, churches, residences, apartment hotels, etc., for sound-proofing, of such unclean, unsanitary materials as, for instance, felts composed of cattle hair and sea grass. Cattle hair matted into a felt (commercially called "hair felt") comes from hides dragged through the dirt and filth of slaughter houses. Any amount of washing cannot take away the danger of deriving from the hair that insidious disease "anthrax." Place the hair in water or leave it in a damp place and note the result.

There is real menace to health in placing, especially under a bedroom floor, such a material. Its use, at least under floors, should be prohibited by law until some process has been devised and adopted by which the material has been rendered truly antiseptic. The floor is the receptacle of all dust, dirt and spillings which sift through to the underlying material, tending to set up decomposition in any animal and vegetable matter, which becomes the more filthy and vermin-filled the longer it remains. There should be used under a floor only on absolutely sanitary, non-absorbent, vermin-proof material.

We are admonished by medical authorities against leaving over night in our sleeping rooms flowers, fruit parings, etc., because there is thrown off carbonic acid gas—the very poison exhaled by our lungs. Yet we go to the very opposite extreme in placing under sleeping and even nursery floors (our first playground) such unclean animal matter as cattle hair and vegetable matter as seaweed, neither of which improves with age and both of which harbor and nourish vermin.

We have seen, around a steam pipe, hair felt alive with fleas, which not only nest in but live on the animal matter. We have also seen in storage a roll of grass felt harboring mice and rats, which scamped away when the roll was overturned. It hardly seems like the exercise of average intelli-



An Easel Card Furnished by Van Doren Mfg. Co.

warranty is given with the knowledge of what "Vanadium" steel will stand up to. It is the toughest steel known and the goods are tempered right. It is stated that the tool will outlast any ordinary hammer three to one. The handle is the choicest selected second growth hickory, the very best that can be obtained, and the goods are in a class by themselves. The Pacific Coast selling agents are E. B. Sulton & Company, Co. California street, San Francisco, and A. P. Worthington, 1230 San Pedro street, Los Angeles, Cal.

Goods can be shipped by parcels post, C. O. D., on July 1st and thereafter.

gence to use under any floor any lining which will not only harbor but will attract moths, bugs and other vermin, when we are constantly seeking methods and materials to eradicate and keep out vermin and instinctively abhor those things which nourish and breed them.

Another serious drawback to sea grass is that it contains a considerable quantity of salt; the salt not only corrodes the nails in the floor, but in damp weather attracts moisture, causing, in time, the floor boards to warp badly.

It matters not that hair felt or seaweed and grass felts are admittedly good sound deadeners. They also are admittedly unclean and hazardous. Therefore, they should not, under any circumstances, be used, especially when there can be obtained clean, safe, sanitary and more modern materials. There is no need whatever that soundproofness be had at the expense of sanitation. After all, the comfort afforded by soundproofness is not as vital as good health.

Aside, therefore, from all other consideration of the principles underlying the prevention of sound construction, the paramount consideration must always be:

What is the character of the material, i. e., is it non-absorbent of dirt, moisture and odors? Is it proof against vermin? Is it clean and sanitary?

The Life of the Engine

Secretary H. R. Brate of the National Gas Engine Association has undertaken to gather statistics to determine the average life of the farm engine. In a recent bulletin to the members he calls attention to the importance of this subject and suggests that such facts as the individual manufacturers may have pertaining to this matter be submitted to him for compilation.

This is a commendable undertaking and we hope engine manufacturers will respond with alacrity. Aside from the demonstrable efficiency of the gasoline engine in handling farm tasks one of the most effective arguments is that of economy. Clearly economy includes long life as well as such other factors as low repair liability and low fuel consumption. An engine should last in efficient condition long enough for ordinary business depreciation ratios to wipe out its original cost before replacement becomes necessary. If facts prove that the ordinary engine lasts that long or longer then force is given to the economy argument. In the present state of dealer knowledge on this point the argument rests too much upon theory.

Engines in abundance have been at work long enough on some farms to warrant conclusions of value in this connection. It is a timely move to collect such information as it is possible to secure, and where manufacturers have not hitherto taken any interest in the matter, it is to be hoped that Secretary Brate's request will prove to enlist their active participation in investigation.

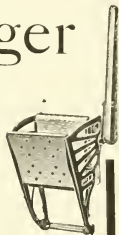
Pig Iron Again Lower

Further break in pig iron prices after predictions had been made that bottom had been reached, is regarded as discouraging development. There are a large number of consumers who are now reluctant to buy steel, believing they will be able to satisfy their wants at lower price later on, but all mills are in very strong position with well-filled order books and any sharp break in price is not looked for. As one manufacturer put it, the small dealers might shade prices, but the Steel Corporation and other large independent plants have sufficient business on their books to maintain quotations at present level for indefinite period. Steel mills are operating full.

THE WHITE Mop Wringer



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BECAUSE
IT

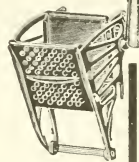


WRINGS EASILY
QUICKLY
NEATLY
and
Pleases Housekeepers
and
Janitors



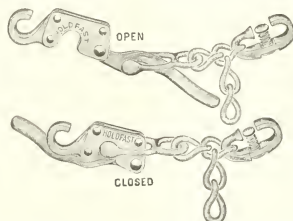
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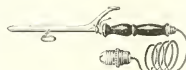
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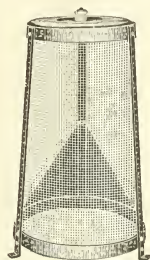
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How to Repair and Maintain the Roads

The making of good roads is one of the most important duties of the American people and their prompt repair and careful maintenance is essential. There is probably no subject in which the progressive farmer is more deeply interested than that of having roads connecting him with his markets over which he may be able to haul the greatest possible load. Good roads, like all other good things, are too expensive to build and of too much value to be neglected.

The office of public roads of the Department of Agriculture has published a bulletin on "Repair and Maintenance of Highways." This bulletin does not treat the subject of road-building, but takes up the repair and care of roads after they are built. All classes of roads, from the natural earth road to the macadam roads with bituminous surfacing, have received attention. The action of automobiles on road surfaces is explained. The systems of road management in Massachusetts, New York, England and France are given, with tables of costs.

The writer concludes that on account of the use of heavier vehicles and motor trucks the tendency of road building is toward a heavier and more substantial foundation and a consequent reduction of the cost of maintenance.

How to Make a Rubber Patch

The Simplex Manual (a new edition of which is about to be published by the Simplex Wire & Cable Company of Boston) gives the following directions for making a rubber patch:

First of all, scarf down the insulation on each side of the place to be patched, just as you would sharpen a pencil. Then scrape the insulation thoroughly clean some distance back from

the scarf, taking pains to procure a smooth surface. Apply rubber cement and wait until it is almost dry. Then take patching rubber in the form of tape, and, commencing on the scarf near its lower end, wind the tape spirally across the bare metal to the corresponding point on the other side, keeping it under all the tension it will stand. Keep winding back and forth, rising higher and higher each time, until the tape is wound to a diameter slightly larger than the original insulation. Then vulcanize the patch, or if this is not done, cover the patch with ordinary friction tape, and paint with a good insulating compound.

Steel Industry Reported Booming

According to leading steel manufacturers in Pittsburgh the decline in unfilled orders for May, as shown by the Steel Corporation, is regarded as a most favorable sign of improvement. They say that there is sufficient unfilled tonnage to permit of full operations to the end of the current year without change in the buying, but there is going to be a decided improvement in new business. It is stated that the production of steel ingots and heavier forms of steel in finished shape during the present year, compared with the same period in 1912, is so nearly the same that a change of a week in increased supply would make the figures the same. The leading interest reports practically no free tonnage in steel bars for sale this year. Plates and shapes cannot be had from the mills within five months and then only in limited tonnage. Rails are above normal in output and orders for this season, with special reference to light sections are moving at a record-breaking pace. The Carnegie Steel Company is out of the semi-finished steel market for this year, having no steel to sell. There have been cancellations of orders reported and none looked for.

Hardware Journal

Established 1901
SAN FRANCISCO—OAKLAND

Devoted to the interests of the Hardware, Sporting Goods and House
Furnishing Goods Trades of the Pacific Coast and the West

An Independent Publication for the
MANUFACTURER :: WHOLESALER :: RETAILER

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Advertising Rates on Application.

Please mention this journal when writing Advertisers

Entered at the Post Office, Oakland, Cal., as second-class matter

June, 1913

NEW ADVERTISEMENTS

New advertisements in this issue are as follows:

- E. C. Atkins & Co., page 10-11.
Clayton & Lambert Mfg. Co., Detroit, Mich., Fire Pots, page 27.
Cleveland Stone Co., Cleveland, Ohio, and San Francisco, Grindstones, page 17.
Federation of Trade Press Associations of the United States, front cover.
C. T. Ham Mfg. Co., Rochester, N. Y., "Nustyle" Safety Lanterns, page 15.
Illinois Implement Co., Peoria, Ill., "New Leader" Push Cart, page 16.
Ludlow-Saylor Wire Co., St. Louis, Mo., Fly Traps and Poultry Netting, page 21.
Marble Arms & Mfg. Co., Gladstone, Mich., "Marbles" Auxiliary Cartridge and Nitro-Solvent Oil, page 29.
Fred J. Meyers Mfg. Co., Hamilton, Ohio, "Hunters" Sifters, page 16.
Onward Mfg. Co., Menasha, Wis., "Onward" Sliding Furniture Shoes, page 16.
Pacific Hardware & Steel Co., San Francisco, Gasoline Engines, page 4.
Peters Cartridge Co., Cincinnati and San Francisco, page 28.
Phinney-Walker Keyless Clock Co., New York, N. Y., Keyless Auto Clocks, page 30.
Remington Arms-Union Metallic Cartridge Co., New York and San Francisco, back outside cover.
J. W. Reynolds Deck Factory, Chicago, Automatic Canvases Decoys, page 30.
Stanley Rule & Level Co., New Britain, Conn., "Stanley" Breast Drills, page 18.
S. L. Starrett Co., Athol, Mass., "Starrett" Tools, page 8.
J. Stevens Arms & Tool Co., Chicopee Falls, Mass., "Stevens" No. 180 Hammerless Shotgun, page 33.
Van Doren Mfg. Co., Chicago Heights, Ill., "Vanadium" Steel Hammers, page 16.
C. R. Zacharias, Ashbury Park, N. J., Lawn Mower Grinders, page 26.

EDITORIAL

Mercy! Mercy! Medical authorities say that fast auto-mobiling "induces conjunctival inflammation from a hyperemia to a contagious lesion." Give us back the good old horse!

The Senate's additions to the Underwood free list to an aggregate loss of \$2,000,000 in the revenue of the country now makes a total loss to the annual revenue from the free list about \$27,000,000. Iron and steel raw materials, with an estimated dutiable value of over \$600,000 a year have been added to the list.

The contract for furnishing the structural steel for San Francisco's new City Hall has gone to the United States Steel Products Company upon the lowest bid, which was \$476,283. Other bids for the material were: Phoenix Iron Company, \$545,000; Union Iron Works, \$571,000; Pacific Rolling Mills Company, \$532,000, and Dyer Bros., \$585,099.

One of the best methods for bringing people into town to trade at your store during the dull season, when the farmers are busy with farm work, and especially in towns where there are moving picture theaters, is to arrange with the theater people to allow you a number of tickets to give to your customers. The theater managers will gladly redeem the tickets at a reduced rate, and it is surprising what a taking piece of advertising this is.

Patented articles sold under price restrictions by manufacturers may be resold by retailers at cut rates. The United States Supreme Court so decided on May 26th, in the case of a newly patented nerve tonic. Safety razors, talking machines and thousands of other patented articles are affected by the decision. The court's decision was 5 to 4, with Justices McKenna, Holmes, Lurton & Von Devanter dissenting. Justice Day announced the majority decision, which held that, while the patent law gave the owner exclusive right to "vend" articles, that right was not the same as a right to "keep up the price." That, the court held, was not granted by the patent law.

The use of aluminum wire as a conductor in long-distance power transmission schemes is not new, but recent departures from the ordinary practice bid fair to enlarge this application of the metal. It is reported that a steel reinforced aluminum cable, consisting in all of seven strands, has been placed upon the market. The six outer strands are made of aluminum and the inner strand is made of steel of very high tensile strength. It is asserted that this conductor both transmits the electric current and has the requisite strength for use on the towers which are rapidly displacing poles in transmission lines. The Pacific Light & Power Co. of Los Angeles, Cal., has adopted this product for its new transmission line.

There should be no delay on the part of proposed exhibitors at the Panama-Pacific International Exposition in making application for space. The excuse that there is plenty of time is erroneous and unless immediate action is taken, many manufacturers will be unable to exhibit their products at this, the world's greatest show. The exhibits at the Exposition will be of goods of the period only. This will be a world's fair of today—a twentieth century show. It is to celebrate the beginning of a new era in the world's history, not to commemorate some past heroic deed of our forefathers. It is to show to the world the achievements of today. The origin of goods dating prior to 1905 will not be allowed, unless it be for evolutionary purposes. The demand for space is great and the matter should be given immediate attention.

Re-Sale Price Agreements

In commenting upon the recent Supreme Court decision on re-sale prices several attorneys have expressed the opinion that the decision does not apply to contracts between manufacturers and dealers, covering re-sale prices on patented articles. In the case decided the defendant did not purchase the goods direct from the manufacturer, but from a jobber, and he did not bind himself by contract to maintain the price fixed by the manufacturer. Each article bore a notice to retail dealers warning them that it was not to be sold for less than \$1, but the dealer ignored this notice and cut the price. The court held that the notice was not binding upon the dealer, and that having purchased the article he could sell it at whatsoever price he chose. The inference drawn by the aforesaid attorneys is that a contract between a manufacturer and a dealer would be binding. The court, referring to a previous decision, stated that re-sale prices cannot be established by agreement on articles not covered by patents, and added:

"It was doubtless within the power of Congress to confer such right of restriction on a patentee. Has it done so? The question has not been determined in any previous case in this court as far as we are aware."

This implies that the legal status of re-sale prices fixed by contract will have to be decided when that particular phase of the subject is brought to the attention of the court.

The John Deere Plow Company of San Francisco has brought suit in the Federal Court against the Pacific Surety Company to recover \$75,000 on the bond given by the company as surety for J. R. Bowles. The complaint sets forth that Bowles abandoned a contract to build a four-story concrete building for the Deere Company and that the plow company was compelled to finish the building at an expense of \$201,244.

Important Transfer of Business Interests

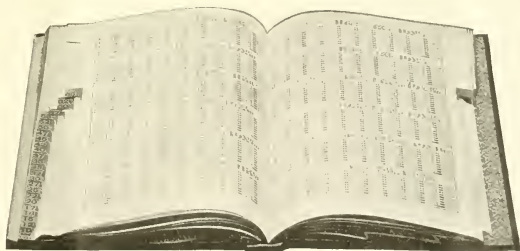
An important transfer of Hardware interests has taken place at Modesto, Cal. W. B. Wood & Son have sold their business to Baer Bros. This business was established 34 years ago under the firm name of Wood & Turner. In 1889 the firm dissolved, Theodore Turner retiring and established the Turner Hardware & Implement Company and W. B. Wood, continuing under the firm name of W. B. Wood & Son. About ten years ago, Mr. Wood died and since then the business has been conducted by the son, D. C. Wood.

Large Corporations Consolidate

The Holt Mfg. Company, Stockton, Cal., has taken over the Houser & Haines Mfg. Company and the Aurora Engine Company. Both of these plants have been affiliated with the Holt Company for a number of years, but have been operated independently. It is stated that the Holt Caterpillar Company of Peoria, Ill., the Best Mfg. Company of San Leandro, Cal., and the Holt Company of Canada, Limited, will be taken over in consolidation, with headquarters at Stockton.

If any of our readers have any idea that they would like to study law under competent guidance, and while following their regular pursuits, we would advise that they write for the catalog and full particulars of The Sprague Correspondence School of Law, No. 401 American building, Detroit, Mich. This is an old-established school of an excellent reputation, and one that can refer to successful graduates in every State and locality in the United States. The expense is not large and can be met on the easy-payment plan.

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PACIFIC HARDWARE JOURNAL

EXCLUSIVE COAST DISTRIBUTOR

112 Market Street

San Francisco, Cal.

UP AND DOWN THE COAST

(Items of Interest for the Busy Merchant)

PERSONAL

C. E. Kocher, Merced, Cal. visited San Francisco this month.

Mr. Martin, manager of the J. R. Bradley Company, Reno, Nev., visited California trade centers this month.

S. J. Dean, San Francisco, has moved his store to lower Market street and will carry a full line of Sporting Goods.

C. L. Cragin, Secretary and Treasurer of Cragin & Company, Seattle, Wash., is visiting manufacturing centers of the East.

C. V. Harris, manager of the Courtland, Ariz., store of Chas. M. Renand, is visiting California cities with Mrs. Harris and daughter.

Eugene Fairbanks, Holland, Mich., has accepted a position with Browning Brothers Sporting Goods Co., Ogden, Utah, as gunsmith.

Engene O. Blethen, for many years connected with Holbrook, Merrill & Stetson, San Francisco, died at his home in Oakland May 29th.

F. H. Mason of the Holly-Mason Hardware Company, Spokane, Wash., died suddenly while playing golf on June 20th. Heart disease was given as the cause.

W. H. Stanley, Pacific Coast representative of the L. S. Starrett Co., Athol, Mass., will attend a general meeting of the selling force of the company at Athol in July.

R. C. Nissen has retired from the firm of Almind-Nissen Company, the hardware people of Berkeley, Cal. Mr. Nissen will engage in the Automobile business in the South.

F. H. Dayton, one of the California representatives of the Shapleigh Hardware Company of St. Louis, was killed this month in an electric train accident near Vallejo. Mr. Dayton was at one time employed by the Pacific Hardware & Steel Company, with headquarters at Portland.

Chas. W. Boynton of the C. W. Boynton Hardware Company, Seattle, Wash., died on June 16th. Mr. Boynton was formerly in business in Portland, Ore., and Brooklyn, N. Y. He was born in Ohio. He leaves a widow, Samantha Boynton, and daughters, Mrs. O. H. Lewis, Frankfort, Mich.; Mrs. Dr. Alice Griff, Portland, and a son, Hallam Boynton of Portland.

H. L. Foresman, the hardware merchant of San Dimas, Cal., has received letters of patent on a new Solar Water Heater. The new heater has an entirely new form of radiation and will heat a much greater amount of water with less glass space than any heater on the market, it is claimed. It will also allow the storing of sufficient water in the boiler to last over two days of cloudy weather. Mr. Foresman has received several flattering offers for his new patent.

A man who is always so busy that he scarcely has time to eat lunch will stand and watch a pile-driver at work for fifteen minutes.

AMONG THE TRADE

The patent on a Live-Bait Tie has been awarded to John H. Nelson of Portland, Ore.

Many of the hardware dealers throughout the Coast are adding Automobile Supplies to their stocks.

O. F. Williams, San Francisco, has moved his hardware store to new quarters on Irving street, Sunset district.

The California Master Plumbers' Association held its annual meeting at Santa Barbara on June 3d and 4th.

The Lemoore Hardware Company, Lemoore, Cal., have moved into new quarters in the Bank of Lemoore building.

The Farmers' Mercantile Company, Haines, Ore., has completed a warehouse addition at the rear of its store.

Beckman, Welch & Thompson, Lodi, Cal., suffered a burglary loss the middle of April. The burglars were caught.

M. Pearl has moved his hardware store to 147 Clement street, San Francisco. The old location was 225 Clement street.

The Square Deal Hardware Company, Richmond, Cal., has made some interior improvements and will increase its stock of household goods.

The Wrought Iron Range Co., St. Louis, Mo., furnished the kitchen equipment of the new Argonaut Hotel that opened this month at Denver, Colo.

S. J. Dean, who for many years has conducted a hardware store at the civic center of San Francisco, has moved to the lower Market street section.

About twenty members of the Southern California Retail Hardware & Implement Dealers Association met at a banquet at one of the hotels in Los Angeles on June 18th.

Klemmer Bros., Willows, Cal., are enlarging their store, and when completed, will have one of the longest stores on the Coast. The room will be 50x300 feet in floor space.

The Canby Hardware & Implement Company, Canby, Ore., has moved into new and larger quarters in the Old Fellows building. George Meeks has retired from the firm.

The Colton Hardware Company, Colton, Cal., has been awarded the contract of furnishing Keen Kutter Tools to the value of \$248,333 for the manual training department of the Grant School of that city.

The Valley Hardware & Plumbing Company, Phoenix, Ariz., successor to the Long Hardware Company and the Sanitary Plumbing Company, has moved into the building, which, until recently, was occupied by the Postoffice. The new quarters has been refurbished and is now one of the handsomest stores in the Southwest.

BUSINESS CHANGES

S. H. Stoner & Sons have purchased the Implement business of Rice Bros. at Woodburn, Ore.

The Upland Hardware Company, Uplands, Cal., has been sold to Ware & Sons, formerly of Medford, Ore.

Cliff Lowe has sold his interest in the Colusa Hardware Company, Colusa, Cal., to his partners, J. F. Campbell and J. R. Power.

J. H. Wollington, St. Helens, Ore., has disposed of his general merchandise business, with the exception of Hardware, which he will continue.

R. M. Beebee has bought out the hardware business of H. O. Dutcher, at Lakeport, Cal. Mr. Beebee will move his newly-acquired business into larger quarters and increase the stock.

J. C. Lawrence of Spokane, Wash., has bought the business of the Plough Hardware Company at Wilbur, Wash. It is stated that \$20,000 was the consideration. The name will be changed to the Lawrence Hardware Company. Mr. Lawrence was the Progressive candidate for Governor at the primaries last fall and was defeated in the nomination.

Fred L. Nay, Vacaville, Cal., has purchased the business of Schroeder & Frahm and will conduct it under the firm name of the Nay Hardware Company. Mr. Schroeder will remain in Vacaville until he disposes of other property that he owns, after which he expects to move to some other section of the State. Mr. Frahm expects to move to Fresno and go into business in that city.

New Enterprises and Incorporations

F. E. Bartlett, Hollywood, Cal., has added Hardware to his general stock.

Otto Muller has established a hardware store at 604 MacDonald avenue, Richmond, Cal.

The Studebaker Brothers Company of California has incorporated. Principal place of business is San Francisco. Capital all subscribed, \$100,000.

The Pacific Hardware Company, Tacoma, Wash., has incorporated with the following officers: Geo. Hood, president; F. A. Huffer, vice-president; F. A. Haines, secretary-treasurer.

The Chappell-Rentler Company, Gustine, Cal., has incorporated—capital, \$25,000; incorporators, William L. Chappell, Charles F. Rentler, A. D. Daveport, William Pfützer and Frank F. Kellogg.

George C. Comstock Company, Williams, Cal., has incorporated. Capital \$50,000. The incorporators are George C. Comstock, Emily J. Comstock, Geo. H. Simmons, Gus. E. Franke and Emily A. Brinn.

The Globe Hardware Company of Globe, Ariz., will open a branch store at Miami, Ariz., on July 1st. This is a good move, as Miami has been in need of a good hardware store owing to the number of active mines in the vicinity.

MAN MADE A FORTUNE IN ROOFING---

Once he was "just selling
roofing"—now he's selling
over 100 car loads a year—
write for the plan and story

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Makers of Roofings That Make Good

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This is the first book ever written devoted exclusively to HARDWARE DISPLAY. There are 256 pages and over 200 illustrations, with full working descriptions. Every display is the work of an expert in his line.

"Hardware Window Dressing" is a copyrighted book, 8x11 inches in size, printed on specially made, high-grade white paper and substantially bound in attractive cloth cover.

The price of this book is \$2.50. We will send it prepaid with the PACIFIC HARDWARE JOURNAL for one year for \$3.00.

PACIFIC HARDWARE JOURNAL
112 MARKET STREET SAN FRANCISCO

The recent DeAlene Iron Works, Wallace, Idaho, has established a store department and will handle a full line of Mine and Mill supplies, together with Machinists Tools, etc.

Hogg Brothers of Oregon City, Ore., have established a new Hardware and Furniture store in that progressive city. The new store is located just below the Postoffice.

Fred M. Roth has severed his connection with the Canby Hardware & Implement Company at Canby, Ore., and will establish a store in some Southern Oregon town.

Selling on Approval

One of the costly mistakes made by many inexperienced dealers during their first year in business is to convey to prospective buyers the impression that machines are sold on approval, and after trial may be returned if not satisfactory. By the time several machines have been condemned unjustly and returned in a condition that makes them unsalable except at a sacrifice of a large part of the cost, the dealers begin to realize that selling on approval is a thing for them to avoid, unless the conditions are such that no other plan promises success and the manufacturer is willing to accept and credit all machines that are returned.

Occasionally one hears of a dealer laying the foundation of a big trade by permitting a number of trustworthy farmers to use certain machines with the understanding that they will keep and pay for them if satisfactory results are obtained from their work. Sometimes farmers are persuaded against their will to try out certain machines. They have not the remotest idea of keeping the implements under any conditions, yet once they have seen what the machines will do, decide to retain them.

These are exceptional cases and are not to be accepted as proof that selling on approval is a safe plan. As a general proposition it merely invites trouble and loss. Your unprincipled competitor, if you have one of that stripe, approves of your selling on trial, because he knows that it is within his power to sow the seeds of dissatisfaction in the mind of your customer. He often does this and causes you trouble even when the customer has bought the machine unconditionally. Selling on approval is equivalent to asking him to annoy you.

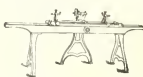
Selling on approval meets with the warm approval of the crook who makes a practice of using machines until the season's work is done, then returning them and asserting that they are defective or incapable of doing what is required of them. This fellow also makes trouble enough when sales are unconditional; selling on approval gives him free reign.

Selling on approval is the same as guaranteeing satisfaction. This is a safe plan with some buyers; with others it is unsafe. Probably most machines sold on approval "stick," but when one is condemned without good reason and thrown back on the dealer's hands the loss wipes out the profit on half a dozen sales. Farm Implement News.

Trade in Push Carts

The Illinois Implement Company, Peoria, Ill., is calling the Trade's attention to the "New Leader" Push Cart. There is possibility of a large sale of Push Carts in every community. Merchants in all lines find them money savers in delivering and collecting light goods. Printers and newspaper offices find them an absolute necessity. The Push Cart is a very handy tool around the farm and house and is rapidly displacing the wheelbarrow with the womenfolks and gardeners.

Lawn Mower Grinding



My Money Making Lawn Mower Grinder has merit. Sold under positive guarantee. Send for catalog of this Power Driven Grinder. Easy Payments.

C. R. ZACHARIAS

ASHBURY PARK

NEW JERSEY

Substituting the Old-Time Caster

The Onward Mfg. Company, Menasha, Wis., calls attention to the "Onward" Sliding Furniture Shoe. This is an invention that is revolutionizing things in the way of an article to take the place of an old-time caster. Casters have been a necessity, but they have much damage to answer for. The "Onward" Sliding Furniture Shoe has come to the rescue of all furniture users. They do all that a caster will do, and do it better without their defects. They are neat in appearance and cheap in price. Attachable to any furniture. No sockets required and perfectly noiseless. They will not injure the floor, carpet, linoleum or rug, nor wrinkle the rug on a polished floor. The "Onward" Sliding Furniture Shoe is made with flat glass or metal base and universal joints, capable of adjusting itself to all uneven surfaces. They are made in all styles and sizes, suitable for all weights of wood furniture and metal beds. Write to the company for descriptive matter, showing the different styles, sizes, lists, etc.

Under a new tariff rate to go into effect July 11th, Carlin, Nev., will secure a reduction on freight from Salt Lake City and Ogden. This will bring the freight much lower than the present freight rate between Carlin and Sacramento and will result in much of the business going to the Utah cities.

The man who sits down and waits for luck to make him successful will never be the proprietor of a big store.

POSITION WANTED

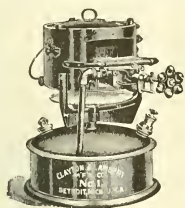
A man thirty-four years of age, with ten years' experience in all branches of hardware desires a position of manager or outside representative. Address "S. M." care Pacific Hardware Journal, 112 Market street, San Francisco, Cal.

POSITION WANTED

A young man with several years' experience in wholesale and retail hardware of the general line, desires a position. Has had road experience and can furnish best of references. Address, "Howard," care Pacific Hardware Journal, 112 Market street, San Francisco.

FOR SALE

An old established Hardware Store in San Francisco on one of the leading thoroughfares; one of the best locations in the city. Address "A. B.," care Pacific Hardware Journal, 112 Market St., San Francisco, Cal.

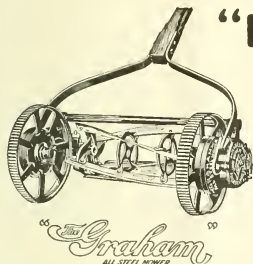


No. 1 FIRE POT
Price each..... \$6.00 Net

A HOT ARGUMENT

Is presented by every Clayton & Lambert Fire Pot and Torch in their perfect operation, durable construction and the intense heat produced. The improved burners generate hot blue flames, the tanks are made of heavy gauge seamless drawn brass and strongly reinforced. The patented automatic brass pump maintains constant air pressure. Their economy in the use of fuel will soon save the user their cost. Your nearest jobber can supply at factory price, or we will ship direct when cash accompanies the order. Send for Booklet—it's free.

Clayton & Lambert Manufacturing Co.
DETROIT, MICHIGAN, U. S. A.



THE GENUINE

"PHILADELPHIA" LAWN MOWERS

Are the STANDARD of the World

The new All Steel Mower called "Graham," put on the market this season, is the finest product of mechanical skill, and created quite a sensation at all the exhibitions wherever shown.

We make in addition 18 styles of High Grade Hand and 5 styles of Horse Mowers. For 42 years manufacturers of Highest Grade Lawn Mowers.

Send to Our Agents for Catalog and Best Prices

The Philadelphia Lawn Mower Co.

WESTERN SALES AGENCY, Inc., 21st and Indiana Sts., San Francisco

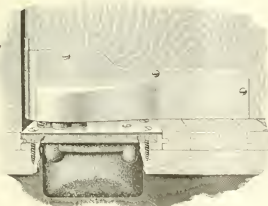
FOR SALE

A well established Hardware and Implement business in a thriving city located in the heart of the largest and richest agricultural section of Idaho. The stock is not large and can be bought right. Reason for wanting to sell is sickness. This is an excellent opportunity for a business investment. Address the Editor of the **Pacific Hardware Journal**, 112 Market street, San Francisco.

WANTED

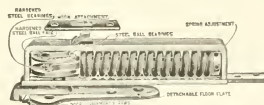
High-Grade Salesmen to handle our line of popular-priced, mounted Casserole Cooking and Serving Dishes, Fireless Cookers, Vacuum Cleaners, and other high-grade specialties which we manufacture. All up-to-date patterns. NATIONAL CLOCK & MANUFACTURING COMPANY, 20 West Lake Street, Chicago, Ill.

"STANDARD" DOUBLE ACTING SPRING FLOOR HINGES



CHECKING HINGE

It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



UNCONTROLLED KIND

We also make pivot check to be used in connection with any make of double-acting spring floor hinges.

THE STANDARD MANUFACTURING CO., Shelby, Ohio



Pacific Coast SPORTING GOODS NEWS

ARMS, AMMUNITION, STREAM AND FIELD GOODS



The Bicycle and Motorcycle Industry

The Government report on the Bicycle and Motorcycle industry shows that the number of bicycles made decreased from 1,182,691, valued at \$23,656,487, in 1899 to 250,487, with a value of \$3,740,923, in 1904, and 233,707, valued at \$3,228,189, in 1909, while the output of motorcycles increased from 160, valued at \$33,674, in 1899, to 2328, valued at \$359,180, in 1904, and 18,628, with a value of \$3,015,988 in 1909.

The evolution of the bicycle from primitive and unserviceable types to a useful and attractive means of travel may be said to have taken place between 1868 and 1890, and its perfection and standardization into practically one form of structure, the modern "safety," between 1890 and 1895. During this latter period the popularity of the bicycle became so widespread that the industry grew very rapidly, but after about 1897 it began to decline.

In 1889 there were twenty-seven establishments engaged in the industry, which gave employment to an average of 1797 wage earners and reported products valued at \$2,568,326. At the census of 1899, after the industry had begun to decline, the average number of wage earners was nearly ten times and the value of products more than twelve times as great as in 1889.

During the five-year period ending with 1904 the industry de-

clined very rapidly. The number of establishments decreased from 312 to 101, or 67.6 per cent; the average number of wage earners from 17,525 to 3319, or 81.1 per cent; the value of products from \$31,915,908 to \$5,153,240, or 83.9 per cent; and the value added by manufacture (value of products less cost of materials) from \$15,123,857 to \$2,525,094, or 83.3 per cent.

A considerable recovery of the industry as a whole is indicated by the statistics for 1909. While the number of establishments in that year shows a decrease from the number in 1904, the average number of wage earners increased 1118, or 33.7 per cent, and the value of products \$5,545,327, or 107.6 per cent. The most important factor in the renewal of activity in the industry has been the growing demand for motorcycles.

The average number of persons engaged in the bicycle and motorcycle industry during 1909 was 5017, of whom 4437, or 88.4 per cent were wage earners. Of the total number of persons engaged in the industry only 3.3 per cent were females. Of the establishments reported in 1909 about half were operated by individuals. The value of the products of such establishments, however, represented only 5 per cent of the total value reported. Nearly all of the business is done by establishments under corporate ownership.

There was a considerable increase in the relative importance

Peters Factory Loads

Continue Their Winning Pace at Recent Tournaments

HIGH AMATEUR (tie), Wallowa, Ore., May 18th,	141	ex 150
HIGH EXPERT, Wenatchee, Wash., May 20-21	289	ex 300
SECOND EXPERT, Wenatchee, Wash., May 20-21	284	ex 300
HIGH AMATEUR, Ogden, Utah, May 28-29	441	ex 480
THIRD EXPERT, Ogden, Utah, May 28-29	415	ex 480
HIGH GENERAL, Eugene, Ore., June 2-5	431	ex 450
SECOND AMATEUR, Eugene, Ore., June 2-5	420	ex 450
HIGH GENERAL, Spokane, Wash., June 10-12	437	ex 450
SECOND EXPERT, Spokane, Wash., June 10-12	419	ex 450
HIGH GENERAL, Boise, Idaho, June 16-18	433	ex 450
LONGEST RUN, Boise, Idaho, June 16-18	136	STRAIGHT

"STEEL WHERE STEEL BELONGS."

THE PETERS CARTRIDGE COMPANY

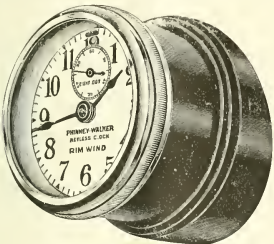
Pacific Coast Branch 583-587 Howard St. San Francisco Cal.

of establishments having products valued at \$100,000 and over; this class of establishments reported 90.6 per cent of the total value of products in 1909.

As already stated, the industry was declining at the census of 1899, yet more than 1,000,000 bicycles were made in that year. The output in 1904 was barely one-fifth as great and there had been a further decline by 1909. No tandem bicycles or tricycles for adults were manufactured in 1909, although their manufacture had been reported at two preceding censuses. On the other hand, the development of the motorcycle branch of the industry has practically all taken place within the decade 1899-1909, and more particularly in the second half of the decade.

Keyless Automobile Clocks

The Phinney-Walker Keyless Clock Company, 79 East One Hundred and Thirtieth street, New York, N. Y., call the trade's attention to the line of Keyless Clocks that are popular with automobile owners and a very profitable addition to lines of Automobile Supplies. These clocks are handsome in appearance and made to withstand the hard usage and vibration of automobile travel. They are dust and moisture-proof by reason of a double case, the movement being enclosed in an inner



Keyless Rim-Wind Auto Clock

case. The clocks are fastened to the dash from the inside of the case and locked.

These clocks are what is termed "rim-winding"—the necessity of a key is entirely done away with. To wind the clock, simply turn the bezel once a week to the right and to set the hands, remove the bezel by turning to the left. There are no better time-keepers than the Phinney-Walker clocks and these, combining the novelty, simplicity and practicability of the rim-winding device, together with the dust and moisture-proof case, a perfect Automobile Clock is offered to the trade. For further particulars write to the company and ask for a copy of their new catalog.

TRADE NOTES

Remington Arms-UMC

The shooters using Remington-UMC guns and ammunition showed their class at the Fresno shoot on May 17th and 18th. All the high honors and first, second and third amateur averages were won by the following shooters.

O. N. Ford of San Jose finished first, shooting Arrow "Speed" shells—94 per cent.

E. Holle of San Francisco finished second, shooting a Remington-UMC gun and Arrow "Speed" shells—92.6 per cent.

R. H. Bangay of Venice, Cal., finished third, shooting a Remington-UMC gun and Arrow "Speed" shells—92 per cent.

The 100-bird handicap brought laurels to three other shoot-



.22 H. P. SAVAGE MODEL

MARBLE'S

AUXILIARY CARTRIDGE

Like all other Marble Goods, this Auxiliary Cartridge is being advertised and sold all over the world. Enables the sportsman to indulge in target practice without using heavy ammunition—provides the hunter with an emergency shot for small game when out with a big game rifle.

Made for .22 H. P., 25-35, 30-30, 30 Rem., 30-40 Win., 30 Gov't New Springfield, 303 Sav. and 35 W. S.

Loaded in magazine or breech. Holds cartridge in its front end. Firing pin of gun strikes firing pin in auxiliary exploding cartridge. Bullet starts with a twist and can't strip nor become deformed. Approved by Illinois National Guard.



MARBLE'S

NITRO-SOLVENT OIL

Best in the world for guns and rifles. Dissolves the residue of all black and smokeless powders, including cordite. Contains no acid. Won't gum.

Put up in two-ounce bottles to retail at 25 cents, and screw top six-ounce cans at 60 cents. Packed in nice carton, twelve in light safety shipping carton.

Send for free sample and catalog of Marble's Sixty Outfittings and GAME GETTER GUN.

MARBLE ARMS & MFG. CO.

557 Delta Ave., Gladstone, Mich.

ers, who finished first, second and third, and each one of them shot a Remington-UMC gun and the famous Arrow shells.

D. C. Davison of Modesto finished first, from 18 yards, shooting a Remington-UMC pump gun and Arrow shells—96x100.

A. P. Haliburton of Lindsay, second, from 17 yards, shooting a Remington-UMC pump gun and Arrow shells—93x100.

Geo. B. Smith of Los Banos, third, from 16 yards, shooting a Remington-UMC auto-loader and Arrow shells—92x100.

In the rank of winners, Dick Reed, with his Remington-UMC pump and Arrow "Speed" shells came through with the high general average—96 per cent.

Almost 40 per cent of the shooters attending this tournament pinned their faith to Remington-UMC guns and ammunition.

There is merit to popularity when quality makes it so.

The South Bend Bait Company, South Bend, Ind., has issued a new catalog—No. 20—illustrating and describing its high-grade Fishing Tackle. This is one of the handsomest catalogs that has been added to our library and one that should be in the hands of every dealer handling this line of goods. The company will gladly send one of the catalogs to any dealer upon request.

William R. Johnson, Seattle, Wash., has been awarded a patent on a collapsible and folding Decoy.

The Billings Hardware Company, Billings, Mont., has increased its capital to \$100,000 and will erect an addition of three stories, 25x75.



OR THE WILDEST GOOSE

is easily lured within
Gun Range by use of
our make of

AUTOMATIC CANVAS DECOYS

None Better. Write for Prices of Decoys and Duck Calls

J. W. REYNOLDS DECOY FACTORY
117 N. MAY STREET CHICAGO, U. S. A.

An Expert Rifleman

The accompanying illustration shows Chris Jansen with his Stevens Ideal Target Model and Stevens Telescope. Mr. Jansen was one of the promoters of the recent extensive Davenport, Iowa, Rifle Tournament. It is a curious fact, that this expert rifleman won his own donation, a handsome gold medal, with



Chris Jansen

his Stevens Rifle and Telescope. He scored 74 out of a possible 75 on a 3 1/2 inch 25 ring German target—200 yards distance. This is, of course, phenomenal shooting. Mr. Jansen has been shooting the Stevens for many years and has invariably produced very high scores.

E. E. Otey, Junction City, Ore., and Albert L. Shears, Seattle, Wash., have each been awarded patents on Oar Locks.



**STEVENS
ARMS**
GIVE UNIVERSAL
SATISFACTION



MODEL M

Keyless Auto Clocks

Wound by simply turning the Rim once a week. The hand-somest, most reliable and best selling Auto Clocks on the market. The kind the trade demands.

PHINNEY-WALKER KEYLESS CLOCK CO.
76 East 130 Street, New York, N. Y.

STEVENS SHOTS

In the recently begun Short Range Rifle League Competition, the high score to date—team totals—is held by the Champion Park Rifle Club, Bridgeport, Conn., with a score of 2324. This well-known rifle club uses Stevens Rifles exclusively.

The West Virginia University Rifle Team of Morgantown, West Virginia, recently won the Intercollegiate Rifle Shooting Championship of the United States with Stevens No. 414 Semi-Military Rifles.

At the tournament of the National Miniature Rifle Association, Adelaide, South Australia, Stevens rifles won all the leading prizes. There were over 260 entries for each of the first three events and 33 per cent of the rifles used in this important Australian tournament were Stevens ideal models.

Stevens rifles won all leading prizes at the recent Welsh tournament.

At the Georgia State Tournament, Americus, Ga., J. K. Warren won the championship of Georgia at doubles, with a Stevens repeating shotgun.

In the Preliminary Southern Handicap, Montgomery, Ala., J. K. Warren was first and E. E. Little second. Both shot Stevens repeating shotguns.

High over all at Stratford, Ont., Registered Tournament, F. M. Pay, with the score of 144x150.

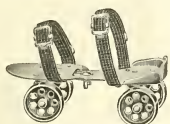
WINCHESTER WINNINGS

Every tournament and almost every trap-shooting event adds another Red W victory to the long list.

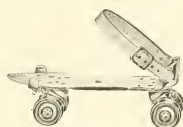
At Spokane, Wash., June 10th, 11th and 12th, where the Northwest Sportsmen's Tournament was held, practically every trophy was won by shooters using either Winchester Guns or Ammunition, or both, and the blue ribbon win, the amateur high average, was captured by S. A. Huntley of Vancouver, Wash., with the remarkable score of 43x450. Mr. Huntley used Winchester Leader factory loaded shells, "the kind the champions use."

At Wenatchee, Wash., May 20th and 21st, at the Washington State Shoot, D. W. Fleet of Montesano, Wash., won the P. I. medal, emblematic of the championship of the State of Washington, with a score of 25 straight, using a Winchester Repeating Shotgun and Leader shells. At this same shoot E. J. Chingren of Spokane, Wash., tied for high amateur average, scoring 201x300. Mr. Chingren used Winchester Leader shells.

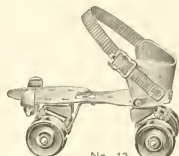
At Portland, Ore., May 12th and 13th, J. L. D. Morrison won



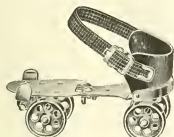
No. 2380
ADJ. JUVENILE CAST IRON WHEELS



No. 15
RINK BALL BEARING



No. 12
ADJUSTABLE PLAIN BEARING



No. 2282
ADJ. JUVENILE CAST IRON WHEELS

UNION HARDWARE CO.

Notwithstanding the fact that the Union Hardware Co. are the largest Roller and Ice Skate manufacturers in the world, they are leaders in the manufacture of several other lines, as well. This represents just a few items showing the variety.

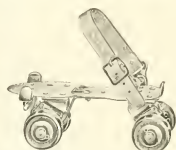
*Write for Details
Catalog and Prices*

Electrotypes for advertising
furnished to customers
without charge

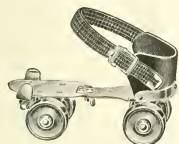
UNION HARDWARE CO.

TORRINGTON, CONN.

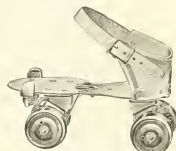
New York 99 Chambers St.



No. 5
ADJUSTABLE BALL BEARING



No. 3282
ADJ. JUVENILE PLAIN STEEL WHEELS



No. 6
ADJUSTABLE BALL BEARING



TACKLE
BLOCKS
Wood and Steel



NAIL
PULLERS

SAMSON



STEEL FISH RODS



DOG COLLARS



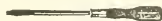
WHISTLES

TOWERS



POLICE GOODS

CHAMPION



SCREW DRIVERS



HACK SAW



GUN IMPLEMENTS

high amateur average with a Winchester Repeating Shotgun, scoring 383x400.

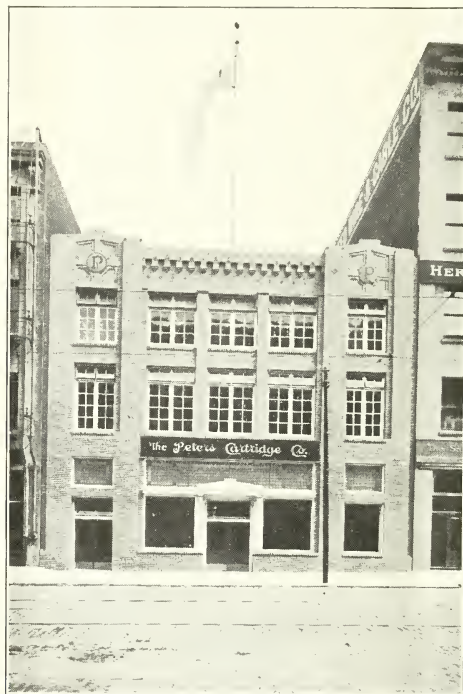
At Wallawa, Ore., May 18th, P. Lewis won high amateur average with Winchester factory loaded shells, scoring 141x150.

At Victoria, B. C., Canada, May 25th, J. P. Sylvester won the "Crows Trophy" with Winchester loaded shells and a Winchester Shotgun, scoring 47x50. P. J. Holohan, with Winchester loaded shells, landed professional high average.

Automatic Canvas Decoy Ducks

J. W. Reynolds, 117 North May street, (Chicago, Ill., manufacturer of Duck and Goose Decoys and Duck Calls, under the name of the J. W. Reynolds Decoy Factory, calls the trade's attention to this line of Sporting Goods which includes the "Automatic Canvas Decoy Ducks."

This decoy was invented by duck hunters of many years'



New Home of the Peters Cartridge Company, San Francisco.

At Stockton, Cal., June 8th, Frank Newbert of Sacramento won high average, beating out a field of fifty four contestants and shooting under hard weather conditions, with a score of 91x100, including a long run of 53 straight. Mr. Newbert always uses a Winchester Repeating Shotgun and Leader shells.

The San Diego amateur high average was won by E. J. Chingren, using Leader shells.

The California-Nevada Trap-Shooters' Association Tournament is scheduled for July 4th, 5th and 6th at Reno, Nev. Following this big shoot, the crowning event of the season, the Pacific Coast Handicap, is bulletined for Sacramento in September. The winners of these big tournaments will doubtless use Winchester goods. Why not be a winner?

experience hunting wild fowl, and placed on the market after testing the same thoroughly. All important features to make a good article have been studied out and combined in a decoy that has many points of merit. The precaution was to insure a natural appearing decoy that would give long satisfying service—that would be simplicity throughout—that could be rapidly handled and guaranteed to be exactly as represented.

These decoys have an unequalled reputation for luring the duck species, which has been proved by the practical test of constant service while used by men who knew.

The springs which open up the automatic decoys are of the best material and will expand the decoys if they have been collapsed for years. The canvas covering is of the best grade

AT ANYWHERE NEAR THE PRICE

There is Absolutely no Single Barrel Hammerless Gun on the Market in a Class with the

STEVENS No. 180 LIST PRICE \$10.00

Prove our claims by strongly stocking STEVENS.

A gun that weighs 6 1-2 pounds. Made in 12, 16 or 20 gauge. For any standard factory loaded shell.

Furnished with 26, 28, 30 or 32 inch barrels. Compressed Forged "Electro" steel barrel—bored for nitro powder.

Automatic ejector—automatic safety.

Drop-forged, case-hardened frame—finely checkered English walnut stock.

A Gun that sells EASILY.

(Price and Quality the reason.)

A Gun that's widely POPULAR.

(There are thousands of enthusiastic users.)

A Gun that bears you a fine margin of PROFIT.

SELL STEVENS
CASH IN ON THE QUICK "TURNOVER"

Effective Advertising Matter yours on request.



J. Stevens Arms and Tool Company

620 MAIN STREET

CHICOPEE FALLS, MASS.

Largest Makers of Sporting Firearms in the World

and colored to closely imitate the Mallard species. Look at the points of merit: The decoys open up automatically, pack in a small space, are light in weight, can be collapsed quickly, will instantly come right side up, no matter how carelessly tossed out, move about in the slightest breeze, and closely resemble the living bird. The buoyancy is not affected by stray shots.

A Composite Target

The accompanying cut illustrates a composite target of fifty shots fired by Alfred G. Schmidt, District of Columbia Rifle Association, in the International Small Bore Match with England. The score was 499 out of a possible 500 and is a record.

The District of Columbia Rifle Association got nine men on



the Small Bore team. These nine men have all shot their scores and the average for all is 499—the high score being 499 and the low score 488. All the shooting was done with Stevens No. 414 Semi-Military Rifle.

The Rifle Club of Everytown

Here are some facts about a group of young men in Everytown, which is a little New England factory place, but might be anywhere in the United States. This town is doubtless much like your own, and so you have the same sort of material right at home.

There must be about two dozen of these young fellows and they all have jobs down at the Everytown tool works. Ages eighteen to twenty-three, or maybe twenty-four. Too old to run with a gang. Not quite old enough to be married and settled. A little too serious to go around with the girls.

Serious? Why, yes. These young fellows are busy nine hours a day, six days a week, with considerable overtime work in winter. If you saw them at hard, dirty jobs of grinding and machining and assembling parts, you might think the work called for little skill or intelligence. But it is exacting and pretty well paid, nevertheless, for those greasy, dusty parts are worked down and elaborated to the thousandth of an inch. All this "efficiency" business started at that kind of work, you know. These young fellows are the pick of the tool works, follow the technique of their trade and want to qualify for supervision and ownership. Yes, they are serious, and it affects their amusements.

Not a great deal of good amusement in that section of Everytown. Saloons, pay dances, pool, billiards, cards, theaters and moving pictures. About the only organized sports are baseball and bowling.

Most of the people down there—and especially the other young people—find the saloons, theaters and dances sufficient for their needs.

But these lads are thinkers. In their way they have sized up the staple amusements of the town and decided that there isn't good value for time and money in drinking, dancing or shows. So they have looked around for something more to

their own taste, and the result is the Rifle Club of Everytown. Space required for the club's indoor range is not great. Ten feet wide and ninety feet long is enough. Cost is not high—\$150 will put in a fine range.

But the strongest point of all is that rifle shooting under the direction of a competent instructor, and linked with competitive advantages, is an irresistible attraction for all sorts of boys and youths and men up to middle age. Rifle shooting appeals to these young fellows. It calls for judgment and steady nerves. A rifle is an instrument of precision, and even a small calibre bullet, fired on a miniature range, offers problems in ballistics.

When a young man begins shooting he stops drinking and the use of tobacco, usually, because he wants his eyesight and nerves and muscles in the best possible shape. He learns to be very careful with a gun, loaded or unloaded. He follows rifle matches with keen interest. His patriotism is aroused when the American team wins over all countries, as it did last year at the Olympic games in Sweden, or goes across the border and carries off the Candian trophy, or outshoots everybody else at the Pan-American match in Argentina.

Do you know there is today a healthy, growing National interest in rifle shooting? Four thousand lads in the New York high schools are now shooting under an enthusiastic instructor.

The interest is really international. Great Britain has more than four thousand rifle clubs, with maybe half a million members.

What was that statement about rifle shooting as a factor in character building? Looks like an odd combination at first sight. Few persons see the connection at once.

When Mrs. Smith first hears that her boy Johnny has joined a rifle club and is learning to shoot, she usually jumps to the conclusion that he is in danger either of shooting himself or somebody else, or being shot by the gun that wasn't loaded. Every newspaper has accounts of accidents due to guns and revolvers. But the case for rifle shooting is strong and sensible. Who is hurt in firearm accidents, as a rule? Watch the reports yourself and you will see that it is the careless and the untrained.

Mrs. Smith will not allow Johnny to have a gun and learn how to use and respect it. Johnny can go camping with other boys, however. Out in the woods, all the surroundings suggest a gun to healthy boys. Somebody sneaks in a cheap rifle or revolver. Nobody knows how to handle it. There may be an accident. Matches, edged tools, photographic chemicals, boats, motorcycles, horses, electric current and many other things handled by boys are dangerous if misused.

But organized shooting is safe. The boy or man who takes up rifle practice systematically, with safe arms and ammunition, under proper instruction, is following a sport that is study, and a study that is sport. Its elements of character building are very definite.

Here is a summary of the good points of rifle practice, written by a New York high school boy:

Rifle shooting develops us physically. First, it trains the eye, which is an important factor in our physical welfare. It strengthens the muscles of the arm. This is evident from the fact that the rifleman must hold a gun weighing several pounds at arm's length for comparatively long stretches of time. Lastly, it is healthful in that it takes us out of doors.

Its power as a mental developer is easily seen. It takes a great deal of practice all year round. This develops will power, determination and stick-to-it-iveness. Many are the matches where victory or defeat depends on the man shooting. There is more individual work in this sport than in any other. In baseball or football it is teamwork that counts. One man may have an off day and not make much difference to the team, but this is not true in shooting. Rifle practice develops respon-

"Your shoot becomes a delicate galvanometer, and he must learn self-control at all times; for in shooting, of all sports, there is nothing hidden which shall not be revealed." Tobacco, impure thinking, excesses and mistakes in diet and sleep are recognizable foes, and the boys of the shooting squad will gradually come to understand the reasons for their avoidance in life far more clearly than the boys sitting under the arbitrary hygienic dicta of the lecture room. Our young shooters will be citizens of tomorrow, and there will be larger opportunities to apply these lessons in devotion to business, sacrifices at home and patriotism for country."

Retail Prices on Tools and Staples

The following prices of tools and staples are those adopted by the retail hardware dealers of Oakland, San Francisco and a number of cities of California. They represent the selling prices of the commodities mentioned and are published for the benefit of our readers with a view of having uniform prices among the retail merchants.

CHANGES

Changes are made under the following headings:

Galvanized Wire Cloth.

Roofing Paper.

Liquid Ghee.

A		B	
APRONS—Carpenters, White or Brown.....	75c		
AUGERS—Ship—All Makes:			
1 and under.....	50	8½	to 9.....
4½ to 5.....	50	10	to 10.....
5½ to 6.....	70	10½	to 11.....
6½ to 7.....	80	11½	to 12.....
7½ to 8.....	90		
Treanall 1½.....	1.25	1½	to 12.....
			1.40
AWLS AND TOOLS:			
Millers' Falls—No. 4.....	\$1.25	No. 5.....	\$1.75
BOXES—Mills:			
Langdon, Acme, Stanley, Goodell, Marsh-Ayer at Ldst.			
Olinstead.....	1.25	1.75	2.00
	8	10	12
BRACES—Ratchet.....	\$2.00	\$2.25	\$2.50
Frays.....	\$2.00	\$2.25	\$2.50
Goodell-Hay.....	2.00	2.25	2.50
Stanley No. 921.....	2.00	2.25	2.50
Stanley No. 922.....	1.75	2.00	2.25
Sampson.....	2.25	2.50	2.75
Millers' Falls.....			
61.....	62	63	30
2.00	1.75	\$1.50	\$2.50
	32	33	34
	\$2.25	\$2.00	\$1.75
			\$1.62

BUILDERS' HARDWARE.—On jobs costing up to \$20, add 40 per cent to cost price; \$21 to \$250, add 33 1-3 per cent; \$250 to \$500, add 30 per cent to cost price.
GLAZED BUILDING PAPER. 10 per cent off list.

ROBIN-SIZED SHEATHING

20	1b.	.....
25	1b.	.....

25 lb.				1.30	per roll
30 lb.				1.00	per roll
40 lb.				1.40	per roll
BEVELS—Sliding T:					
No. 18	6"	8"	10"	12"	14"
	\$.55	\$.60	\$.65	.....	.....
No. 25	.30	.35	.40	.50	.60

PLTS - AUGUST:		Russell Jennings	Fords	Irwin	Lightning
Size 4	3	\$ 30	\$ 30	\$ 25	\$ 25
Size 4	4	30	30	25	25
Size 5	5	30	30	25	25
Size 6	6	35	35	30	30
Size 7	7	40	40	35	35
Size 8	8	45	45	40	40
Size 9	9	50	50	45	45
Size 10	10	55	55	50	50
Size 11	11	55	55	50	50
Size 12	12	60	60	55	55
Size 13	13	65	65	60	60
Size 14	14	70	70	65	65
Size 15	15	75	75	70	70
Size 16	16	80	80	75	75
Size 17	17	85	85	80	80
Size 18	18	90	90	85	85
Size 19	19	1.00	1.00	90	90
Size 20	20	1.00	1.00	90	90
Size 21	21	1.15	1.15	1.00	1.00
Size 22	22	1.15	1.15	1.00	1.00
Size 23	23	1.25	1.25	1.15	1.15
Size 24	24	1.25	1.25	1.15	1.15

Size 32½	\$5.50	\$5.50	\$4.50	\$5.00
Cinquefoil, 10x, single 2 for 25c				

			—Cutters—				
Expansive	Large	Small	1	2	3	4	5
Clark's or similar	\$1.50	\$1.25	\$.25	\$.25	\$.35	\$.40	\$.75
Steers	2.00	1.50	.25	.30	.40	.50	1.00
Shin—	2 to 4	4 to 5	5 to 6	6 to 7	7 to 8	8 to 9	9 to 10

Emp—	2 to 4	4½ to 5	5½ to 6	6 to 7	7½ to 8
Syracuse—	.40	.50	.60	.70	.80

2-32	3	4	5	6	7	8	9	10	11	12	13
.15	.15	.15	.15	.20	.20	.20	.30	.30	.35	.35	.40
	14	15	16	18	20	22	24	26	28	30	32

	.40	.45	.50	.50	.60	.65	.65	.70	.75	.85	1.00
Screw Driver Bits—											
Leppings No.					100		200		300		400

Jennings No.	100	200	300	400
Buck Bros. ....	.25	.25	.30	.35
C				

CORNER BEAD—Galvanized, small quantities	per foot	.03 1/2
In 500-ft. lots	per foot	.03 1/4
In 1000-ft. lots and over	per foot	.03

CLOTH—Wire
Galvanized—To trade, 5c sq. ft.; to contractors, 4½c sq. ft.
Galvanized Black Drip, 4c sq. ft.

Galvanized Flat Rolls—4c sq. ft.		
Hardware Grades	$\frac{1}{4}$ "	$\frac{3}{8}$ "
	.06 sq. ft.	.05 sq. ft.
		$\frac{1}{2}$ "
		.05 sq. ft.

Bronze Cloth, 7½c sq. ft.					
CHISELS—Brick, 85c.					
Putt—Jennings, Socket	1	11½	11½	13	9

Butt-Joining Socket	1	1 1/4	1 1/2	1 3/4	2
Bevel Edge	\$.65	\$.75	\$.80	\$.85	\$.90
Plain Edge .....	.50	.60	.65	.70	.75

Barton or White Tang					
Bevel Edge .....	.65	.70	.75	.80	.90
Plain Edge .....	.50	.55	.60	.65	.75

Flam. Edge	1.00	1.00	1.00	1.00	1.00
Pocket	13 $\frac{1}{2}$	13 $\frac{1}{4}$	2	2	1.4
English	.60	.60	.65	.65	.65
Whitman	2 $\frac{1}{2}$	2 $\frac{1}{2}$	1.00	1.00	1.00

Whites .....	.75	.85	1.00	1.00
Ripping—		$\frac{5}{8}$ x 12 to 18		$\frac{3}{4}$ x 18
		\$.50		\$.75

Socket	Buck Bevel	Plain	Bevel	Plain
$\frac{1}{8}$	\$.50	\$.35	\$.55	\$.33
$\frac{1}{4}$ .....	.55	.40	.55	.40

$\frac{7}{8}$ .....	.33	.40	.37	.40
$\frac{3}{8}$ .....	.60	.40	.60	.45
$\frac{1}{2}$ .....	.65	.45	.65	.50
$\frac{1}{4}$ .....	.80	.80	.80	.80

$\frac{57}{78}$	.....	.70	.50	.70	.55
$\frac{31}{4}$	.....	.70	.55	.75	.60
$\frac{71}{8}$	.....	.75	.60	.80	.65

1	.80	.60	.85	.65
1 $\frac{1}{4}$	.85	.65	.90	.70
1 $\frac{1}{2}$	.90	.70	.95	.75

$1\frac{1}{2}\%$	.....	.90	.40	.83	.75
$1\frac{3}{4}\%$	.....	1.10	.45	1.00	.80
"	.....	1.20	.85	1.00	.90

Sets of 12.....	\$8.50	\$5.50	\$8.50	\$6.50
C. E. Jennings Revel set of 12.	\$8.00.			
Tang—	1_2	1_4	3_2	1_2
	5_2	3_4	7_2	1
	11_4	11_2	13_4	$2'$

Buck	20	25	25	30	30	35	40	45	50	60	65	75
Buck	30	30	30	35	35	40	45	50	60	70	85	1.00

Leather Tip Handle for Buck's advance, 5c each size.

DEADENING FELT—3 rolls or less .....	.04	per lb.
Over 3 rolls, 1 and 1½ lbs. ....	.03½	per lb.
Over 3 rolls, 2 lbs. ....	.03	per lb.

DIVIDERS—Angle:
Stanley No. 30, \$1.25.

Wing—	5"	6"	7"	8"	10"
	.25	.30	.40	.50	.65
DRILLS—Automatic:					

Yankee	No. 43	No. 41	No. 44		
	\$1.00	\$1.50	\$1.75		
Goodell	No. 41	No. 42	No. 43	No. 44	No. 45

Goodell	No. 01	No. 1	No. 05	No. 5	No. 50
	\$1.00	\$1.25	\$1.35	\$1.50	\$1.75

Extra Points Yankee and Goodell, 10c each, 3 for 25c, set of 8, 50c

PLANES—Wood.

Common	Smooth	Jack	Fore	Jointer
Razee	\$.90	\$1.25	\$1.65	\$2.00
Fancy Wood—All Makes				
Center Bead—1/2 inch and under				70c.
Side Bead—1/2 inch and under				80c.
Match Plane—1 inch and under, per pair				\$2.00
Side Handle Jack Rabbit—All widths				\$2.00
Side Stop Dado—All widths				\$1.25
Screw Stop Dado—All widths				\$1.65

	Skew Rabbit	Casing	Single	Double
1/2"	.70	.90		
3/4"	.70	.90	\$1.00	\$1.25
1"	.70	.90	\$1.00	\$1.25
1 1/4"	.70	\$1.00	\$1.00	\$1.25
1 1/2"	.75	\$1.25	\$1.00	\$1.25
1 3/4"	.85		\$1.25	\$1.25
2"	.95			
2 1/2"	\$1.00			

Hollows and Round

12 and under	14 to 18	22	24	26	28	30
Per Pair	\$1.25	\$1.40	\$1.60	\$1.70	\$2.00	\$2.10
Cutters—Stanley or Similar						
No. 40	40 1/2	340	71 & 171 1/2	90	92	92 94 98 99
Price	.25	.30	.35	.35	.35	.35 .25 .25
No. 140	12 & 12 1/2			.75		
Price	.25	.25	.35	.15		

Tooth Cutters

No. 12	12 1/2	112
Price	.35	.35 .35

PLUMB BOBS—Stanley or Similar

No. 1	2	4	99
Price	\$1.25	\$1.50	\$1.75 .75 .60

POINTS—Trammel. Stanley or Similar.

No. 1	2	4	99
Price	\$1.25	\$1.50	\$1.75 .75 .60

IRON S—Plane.

	Buck Bros.	Stanley
Double	Single	Single
1 1/4"	.55	.50
1 1/2"	.55	.50
1 3/4"	.55	.50
2"	.55	.50
2 1/4"	.55	.50
2 1/2"	.55	.50
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85 1/4"	.55	.50
85 1/2"	.55	.50
85 3/4"	.55	.50
86"	.55	.50
86 1/4"	.55	.50
86 1/2"	.55	.50
86 3/4"	.55	.50
87"	.55	.50
87 1/4"	.55	.50
87 1/2"	.55	.50
87 3/4"	.55	.50
88"	.55	.50
88 1/4"	.55	.50

MARKET QUOTATIONS

SAN FRANCISCO PRICES

WIRE PRODUCTS

Prices of Standard Wire Products from stock:

STANDARD WIRE NAILS.....	Base, per keg, \$2.75
Add extras as per Nail Card for all other than base sizes.	
GALVANIZED STANDARD WIRE NAILS,	
One inch and over	extra, per keg, \$1.10
Under one inch	extra, per keg, \$1.60
BARBED WIRE—	Per 100 Lbs.
Galvanized Gidden	\$3.15
Galvanized 2-ply No. 12 plain twisted	3.15
Galvanized Baker Perfect	3.20
Galvanized Colorado Perfect	3.20
Galvanized Minnequa	3.25
Galvanized Waukegan	3.25
Galvanized Waukeganite (No. 14 wire)	3.65
Galvanized Minnequa Special	3.65
GALVANIZED FENCE STAPLES	3.15
FENCE AND BALING WIRE—	

Anneneled Fence—No. 9, \$2.55; No. 10, \$2.60; No. 11, \$2.65;	
No. 12, \$2.70; No. 13, \$2.80; No. 14, \$2.90.	
Galvanized Fence—No. 9, \$2.95; No. 10, \$3.00; No. 11, \$3.05;	
No. 12, \$3.10; No. 13, \$3.20; No. 14, \$3.30; No. 15, \$3.70;	
No. 16, \$3.75; No. 17, \$4.35; No. 18, \$4.50.	
Anneneled Baling—No. 12, \$2.85; No. 13, \$2.95; No. 14, \$3.05;	
No. 15, \$3.15; No. 16, \$3.25; No. 17, \$3.40; No. 18, \$3.55.	
Galvanized Coil Spring Fence, No. 9,	\$3.00
Galvanized Coil Spring Fence Wire, No. 9,	\$3.05
Fence Wire in catch weight coils, Baling Wire in 100-lb. coils.	
Special prices apply on Market and Stone Wire, which are not covered by the above price list.	

Solder Prices

The Selby Smelting & Lead Co. quote Solder as follows under date of June 13, 1913:				
	Ton Lots	500 lbs.	100 lbs.	Less than 100 lbs.
90 & 1/2	\$28.55	\$29.05	\$30.55	\$31.55
90 & 100	27.35	27.85	29.35	30.35
80 & 100	26.00	26.50	28.00	29.00
Air Wiping	24.00	24.50	26.00	27.00
Wiping	23.00	23.50	25.00	26.00

Triangular Strip Solder—Same as Bar.

Smooth Wire Solder, 1/8-in. or larger—1/2¢ per lb. above Bar.

Rough Wire Solder, 1/8-in. or larger—1/2¢ per lb. above Bar.

Triangular Drop Solder, up to 400 drops to the pound—Same as Bar.

Bar, 401 to 800 drops to the pound, 1/2¢ above Bar; 801 or more drops to the pound, 1¢ above Bar.

Wire Drop Solder—1/2¢ above Triangular Drop.

Shot Prices

The Selby Smelting & Lead Co. quotes shot as follows, under the date of Nov. 18, 1912:

Drop Shot, per 25 lb. bag, Nos. 1 to 12	\$1.95
Large Drop Shot (B and up)	2.20
Chilled, Nos. 1 to 12, and Buck, per 25 lb. bag	2.20
Best Shot	2.55

10¢ per bag less on orders of 80 bags at one time.

Packed in 5-lb. or 12 1/2-lb. sacks, 10¢ extra per 25-lb. bag.

Air Rifle Shot in 1-lb. bags, 10¢ extra for 25-lb. bags.

A discount of 10¢ per bag of 25 lbs. allowed on orders for 80 bags at one time.

ROPE

Manila 3/4 in. and larger, basis per pound, 13 1/2 cents.

Sisal—9 cents per pound; 7 1/2-in., 1-in. and 9 1/2-in., 1 cent over basis; 7/8-in., 1 cent over basis; 1-in. and 3 1/2-in., 1 1/2 cents over basis; 3 1/2-in., 2 cents over basis.

3-strand Rope—3/4 in. and larger, 1 cent over basis; 9 1/2 in. and smaller, 1 cent over basis.

Bolt Rope—3/4 in., 3 or 4 strand and larger, 3 cents over basis.
Transmission Rope—3 or 4 strand, 4 cents over basis; under 500-ft. length, 5 cents over basis.
Uncoiled Rope—1 cent over basis.

PAINTS AND OILS

Varnish Makers and Painters' Naptha

	Per gal.
In cases	23 1/2¢
In barrels or drums	15 1/2¢

Linseed Oil

(Basis 7 1/2 lbs. per gallon)

Raw, in barrels	per gal. 58¢
Raw, in cases	per gal. 63¢
Boiled, in barrels	per gal. 60¢
Boiled, in cases	per gal. 65¢
Five-barrel lots, 1¢ per gallon less.	

Turpentine

(Basis 7 lbs. per gallon)

	Per gal.
Strictly pure, in cases	57¢
Strictly pure, in drums	50¢
Ten-case lots, 1¢ per gallon less.	

Aroturpe

(Turpentine Substitute)

	Per gal.
Cases	30¢
Iron barrels or drums	23¢
Five-barrel lots, 1¢ per gallon less.	

Miscellaneous

	Per gal.
Benzine, in bulk	10 c
Benzine, in cases, 2-5s	17 1/2¢
Gasoline, in bulk (Red Crown)	16 1/2¢
Gasoline, in cases, 2-5s (Red Crown)	23 1/2¢
Engine Gasoline, bulk	37 c
Engine Gasoline, cases	44 c
Engine Distillate, in drums	8 c
Engine Distillate, cases, 2-5s	15 c

Bbls. Cs.

Lard Oil, strictly pure	85¢ 90¢
Superior W. S.	75¢ 80¢
No. 1	65¢ 70¢

Red Lead and Lutharge

	Per lb.
1 ton and over at one purchase, in 100-lb. kegs, net weight	8 c
500 lbs., and less than 1 ton, in 100-lb. kegs, net weight	8 1/2¢
Less than 500 lbs., in 100-lb. kegs, net weight	8 1/2¢
25-lb. or 50-lb. kegs, 1/4¢, and 12 1/2-lb. kegs, 1/2¢ advance.	

White Lead

	Per lb.
1 ton at one purchase	7 1/2¢
500 lbs. and less than 1 ton	8 c
Less than 500 lbs.	8 1/2¢
25-lb. or 50-lb. kegs, 1/4¢, and 12 1/2-lb. kegs, 1/2¢ advance.	
In 25-lb. tin pails, 1/2¢ per lb. above keg price.	
In 12 1/2-lb. tin pails, 1¢ per lb. above keg price.	
In 1 to 10-lb. cans 2 1/2¢ above keg price.	
Dry white lead, in barrels, 1 ton and over	7 1/2¢
Dry white lead, in kegs, 30 to 60 lbs., less than 500 lbs.	8 1/2¢

Neats Foot Oil

	Per gal.
Coopers, pure, in bbls.	85¢
Coopers, pure, in cases	90¢
Extra in bbls.	70¢
Extra, in cases	75¢
No. 1, in bbls.	65¢
No. 1, in cases	70¢

Kerosene

	Per gal.
Pearl Oil, in drums	9¢
Pearl Oil, in cases, 2-5s	26¢
Elfine Oil, in cases, 2-5s	26¢
Eocene Oil, in drums	11¢
Eocene Oil, in cases, 2-5s	19¢
Headlight Oil, in drums	10¢
Headlight Oil, in cases, 2-5s	17¢

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Pacific Hardware & Steel Co., San Francisco, Los Angeles, Portland.
Remington Arms-Union Metallic Cartridge Co., New York and San Francisco.



New York San Francisco



U. S. Cartridge Co., San Francisco, Cal.

WINCHESTER

RED W

Winchester Repeating Arms Co., San Francisco.

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Snell Mfg. Co., Fliskdale, Mass.

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Simmons Hdw. Co., St. Louis.

Bicycle Sundries

Baker & Hamilton, San Francisco, Cal.
Pacific Hardware & Steel Co., San Francisco, Los Angeles, Portland.

Bits & Augers

Pacific Hardware & Steel Co., San Francisco, Los Angeles, Portland.

Blowers

Champion Blower & Forge Co., Lancaster, Pa.

Bluestone

Selby Smelting & Lead Co., San Francisco.

Blowers—Power
Champion Blower & Forge Co., Lancaster, Pa.

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(Stove, Tire Bolts)
American Screw Co., Providence, R. I.

Brackets, Shelf

Baker & Hamilton, San Francisco.

Brass Goods

Wooden & Little, San Francisco, Cal.

Buggies

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Pacific Hardware & Steel Co., San Francisco, Los Angeles, Portland.

Simmons Hdw. Co., St. Louis.

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Paraffine Paint Company

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Saws

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WINCHESTER

RED W

Winchester Repeating Arms Co., San Francisco, Cal. and New Haven, Conn.

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Carvers, Safety Camp

Marble Arms & Mfg. Co., Gladstone, Mich.

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Covert Mfg. Co., Troy, N. Y.
Christmas Tree Holders
North Bros. Mfg. Co., Philadelphia, Pa.

Clamps
North Bros. Mfg. Co., Philadelphia, Pa.

Clocks
Simmons Hdw. Co., St. Louis.

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The Ludlow-Saylor Wire Company

"The Perfect"

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St. Louis, Missouri

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Pacific Hardware & Steel Co., San Francisco.

Cream Separators
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Cultivators
Baker & Hamilton, San Francisco.

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C. S. Norcross & Sons, Bushnell, Ills.

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Simmons Hardware Co.
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Decoy Ducks
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G. & H. Barnett Company
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Marble Arms & Mfg. Co., Gladstone, Mich.

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Consolidated Mfg. Co., Hartford, Conn.

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Fly Traps
Ludlow-Saylor Wire Co., St. Louis, Mo.

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Parrott & Co., San Francisco.

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Cleveland Stone Co.

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J. Stevens Arms & Tool Co.

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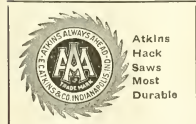
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STOVES,
ALL
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Razor Hones

Brittain & Co., San Francisco.

Razor Stropps—Safety

Baker & Hamilton, San Francisco.

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Rod, Cleaning

Marble Arms & Mfg. Co., Gladstone, Mich.

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Paraffine Paint Co., San Francisco.

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Saws
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Pacific Hardware & Steel Co., San Francisco, Los Angeles, Portland.

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Simmons Hdw. Co., St. Louis.

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Screens, Coal and Sand

The Ludlow-Saylor Wire Co., St. Louis, Mo.

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The Corbin Screw Corp., New Britain, Conn.

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North Bros. Mfg. Co., Phila., Pa.

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Scythe Stones

Cleveland Stone Co., Cleveland, Ohio.

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Champion Blower & Forge Co., Lancaster, Pa.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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Selby Smelting & Lead Co., San Francisco.

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Baker & Hamilton, San Francisco.

Pacific Hardware & Steel Co., San Francisco, Los Angeles, Portland.

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Simmons Hdw. Co., St. Louis.

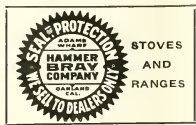
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Nicholls Mfg. Co., Ottumwa, Ia.
Stanley Rule & Level Co., New Britain, Conn.

The L. S. Starrett Co., Athol, Mass.

Stoves

Hammer-Bray Co., Oakland, Cal.



STOVES
AND
RANGES

Simmons Hdw. Co., St. Louis.

Sweepers, Horse

The Philadelphia Lawn Mower Co., Philadelphia and London.

Tanks

Woodin & Little, San Francisco, Cal.

Tapes

Brittain & Co., San Francisco.
Measuring, Lufkin Rule Co., Saginaw, Mich.

L. S. Starrett Co., Athol, Mass.

Tents

Baker & Hamilton, San Francisco.

Brittain & Co., San Francisco.

Tinware

Simmons Hdw. Co., St. Louis.

Tin Plate

Simmons Hdw. Co., St. Louis.

Tire Benders

Champion Blower & Forge Co., Lancaster, Pa.

Tire Shrinkers

Champion Blower & Forge Co., Lancaster, Pa.

Tools

Baker & Hamilton, San Francisco.

North Bros. Mfg. Co., Philadelphia, Pa.

Pacific Hardware & Steel Co., San Francisco, Los Angeles, Portland.

The L. S. Starrett Co., Athol, Mass.

The L. S. Starrett Company

STARRETT'S TOOLS

Athol Mass.

Torches, Plumbers'

Clayton & Lambert Mfg. Co., Detroit, Mich.

Trowels

E. C. Atkins & Co., San Francisco, Portland, Seattle and Indianapolis.

Try-Squares

Stanley Rule & Level Co., New Britain, Conn.

Tubing (Braided)

Chicago Tubing & Braiding Co., Chicago, Ill.

Twins

Columbian Rope Co., Auburn, N. Y.

Pacific Hardware & Steel Co., San Francisco.

Ventilating Locks

The H. B. Ives Co., New Haven, Conn.

Wagon Covers

Baker & Hamilton, San Francisco.

Wagons and Implements

Baker & Hamilton, San Francisco.

Washing Machines

H. F. Brammer Mfg. Co., Davenport, Iowa.

H. F. Brammer Mfg. Co.

WASHING MACHINES

Davenport Iowa

The Maytag Co., Portland, Ore.

Hammer-Bray Co., Oakland, Cal.

Watches

"Ingersoll"—The Geo. F. Eberhard Co., San Francisco

Wind Mills

Wooden & Little, San Francisco, Cal.

Weeders—Hand and Horse.
C. S. Norcross & Sons, Bushnell, Ill.

Wire Fencing

Baker & Hamilton, San Francisco.

Cyclone Fence Co., Waukegan, Ill.

Globe Fence Co., North Chicago, Ill.

Pacific Hardware & Steel Co., San Francisco, Los Angeles, Portland.

The Ludlow-Saylor Co., St. Louis, Mo.

The Ward Fence Co., Decatur, Ind.

Wrenches

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Pacific Hardware & Steel Co., San Francisco, Los Angeles, Portland.

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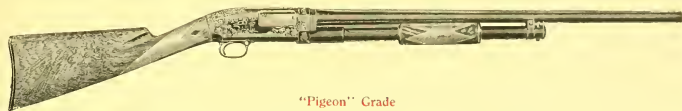
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